



Senior Sales (Enterprise Software Solutions)

Established in 1989, Metex Inc. (www.metex.com) is the world's leading provider of client server modernization solutions. Metex is experiencing dramatic growth and expansion through technological innovation, new product development and a unique competitive edge.

Metex is seeking a Senior Sales Professional to join our sales team in spearheading our growth in the world marketplace.

Responsibilities

- Developing and implementing sales/business development strategies and plans to identify new clients, manage leads and increase market penetration and revenue
- Prepare estimates and proposals; ensure quotations are delivered on time and to the customers' satisfaction
- Articulate, demonstrate and present Metex's products and services
- Construct a convincing business case, express it clearly and gain consensus around decisions, plans and actions
- Drive the entire sales process: targeting top prospects, identifying solutions, conducting software demonstrations, negotiating and closing
- Work towards exceeding sales targets and generation of revenue growth while adhering to company policies and business ethics
- Provide industry knowledge and competitive market intelligence to identify and leverage new opportunities

Qualifications

- At least 10 years sales experience in enterprise software solutions/consulting service
- Ability to quickly acquire business knowledge and interpret customer needs
- Clear, logical and persuasive presentation skills
- Effective negotiation skills – focused on “closing the sale” – and the ability to positively influence decision makers
- Ability to define and implement a strategy for contract development and closure
- History of closing C-level engagements
- Drive to exceed ambitious goals
- Bachelors Degree in Computer Science or related field; MBA preferred

We offer candidates an exciting, challenging environment, and the ability to join an enthusiastic team in developing our specialized enterprise solution.

If you are eager to jump onboard with an industry leading company and possess the skills listed above, Please apply directly to HR@metex.com.