

Job Title: New Business Sales Executive	Contract type: Permanent
Department: Sales	Date: April 2017
Reporting to: Business Development Director	Contact: Cheryl Mitchell - cmitchell@dancik.com

Position Overview

- Dancik International is the market leader in developing and delivering fully integrated business management solutions for flooring retailers, wholesalers and suppliers. Our mission is simple: to design, implement and support high performance systems enabling our customers to source effectively, stock efficiently, sell profitably and service competitively.
- The Sales Department is responsible for generating new logo sales, increasing professional services engagement within the current customer base and enhancing the overall customer experience for all Dancik business partners.
- The Sales Executive is responsible for developing new business. These areas include identifying new prospects and engaging current clients to purchase the KCS suite of products and enhancements. This position will be responsible for producing significant software sales revenue growth for all KCS products.

Main Duties and Responsibilities

The **New Business Sales Executive** responsibilities include:

- Taking responsibility for lead generation
- Leading and managing the sales process
- Provide consultative sales
- Taking a hands-on approach with the product
- Qualification of opportunities
- Accurate sales forecasting
- Attending and presenting at monthly sales meetings

Job Function Competencies

1. Ability to manage the entire sales cycle which are typically 3-6 months
2. Sales driven with professional credibility
3. Competency to comprehend large ERP software systems
4. Articulate communicator both writing and speaking
5. Sound technical mind
6. Self-starter

Knowledge and Experience Required

Essential

- Significant proven B2B software solution sales experience
- Record of overachievement of business targets
- Willingness to travel
- Experience with ERP or DRP systems
- Experience in the building materials space (lumber, plumbing, hvac, tile, etc.) strongly desired

Desirable

- Experience with DDI, Epicor, Mincron, MS Dynamics, Spruce Software will be helpful
- Formal consultative sales training
- College degree

Personal Skills Required

Essential

- Communication – must be a strong communicator in verbal and written forms
- Self-starter – must be able to manage themselves, develop a task list and work through it
- Strong interpersonal skills – ability to develop excellent relationships both internally and with agencies
- Able to thrive in a fast paced, growth filled environment
- Strong analytical, organizational and administrative skills
- Ability to work under pressure and on tight deadlines
- Strong presentation skills
- Customer Facing – able to engage customers in dialogue
- Competitive nature willing to go the extra mile for the customer

Desirable

- Strategic – able to think strategically to deliver project goals
- Presentation – able to comfortably present in front of a panel

Other

- This role will involve travel and therefore a valid driving licence is essential

Remuneration:

- The salary and package are commensurate with the role and experience

To apply, please email a copy of your most recent CV to Cheryl Mitchell, Talent Acquisition Consultant at cmitchell@dancik.com