



At 3CLogic ([www.3clogic.com](http://www.3clogic.com)), our philosophy is to hire and retain dynamic people who provide outstanding service to potential and existing clients. Our competitive advantage is the talented and experienced people we bring into the 3CLogic community, who we believe set the standard in the cloud-based contact center marketplace when it comes to customer service and support.

### **Account Executive**

3CLogic is growing rapidly and we need key sales individuals who have high integrity, driven, goal-oriented, self-starters, and have a history of hitting the ground running within the first 30 days. If that sounds like you, we want to speak with you.

### **Job Scope**

3CLogic is one of the leaders in the cloud-based multi-channel solutions for contact centers. We have openings for salespeople who want to be part of something special. However, before you respond, we need you to be tech-savvy, experienced with selling SaaS products to the contact center market, comfortable with demoing software to clients by yourself, providing sales and product training to partners, and exceeding sales goals through partners or direct. In addition, qualified candidates should be prepared to provide references from prior customers, colleagues and supervisors that can attest to these skills and expertise. 3CLogic sells both directly and through partners in North America and the required skills below are needed for both the channels. The following is a more complete list of requirements.

- ❖ 5 years plus of exceeding sales quotas.
- ❖ The ability to learn AND demo new technologies.
- ❖ The ability to create a detailed business plan for your region with 30, 60, and 90 day targets.
- ❖ The ability to develop your own leads through your network, cold-calling, and self-generated marketing efforts.
- ❖ Strong solution sales experience selling on-premise and/or cloud-based contact center software solutions.
- ❖ The ability to qualify a deal quickly through preparation, asking pointed questions, and drilling down to get to real pain in a consultative manner.
- ❖ The ability to sell to multiple levels within an organization
  - Operations, technology and executives
- ❖ The ability to qualify opportunities that are generated through the company's marketing efforts.
- ❖ The ability to establish genuine rapport with clients quickly to determine appropriate recommendations.
- ❖ The ability to prepare those findings in writing, PowerPoint or any other media and effectively present those to clients.
- ❖ The ability to work with the delivery team to scope the project accurately.
- ❖ The ability to move a deal to closure through a strategic sales process.
- ❖ The ability to forecast accurately, maintain a current pipeline in Salesforce.com.
- ❖ The ability to negotiate and close the deal.
- ❖ The ability to work with the services team to transfer the account correctly.
- ❖ Prior pre-sales experience a plus.

### **Additional Abilities**

- ❖ Four year degree in business, marketing and/or technology.

- ❖ Advanced degrees are a plus.
- ❖ Driven, goal-oriented, self-motivated and true team player with the ability to work well virtually or in a team environment.
- ❖ Solution selling skills -- Miller-Heiman, SPIN, etc.
- ❖ Strong verbal and written communications skills.
- ❖ Roll up your sleeves team player.
- ❖ Comfortable with Ambiguity.
- ❖ Expertise in generating proposals, presentations, demonstrations, ROIs, and business cases.

**Locations**

Central (Located preferably in Dallas)

West (Located preferably in the Los Angeles area)

3CLogic offers a competitive benefits and compensation package. Commensurate with your experience.