



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 a key sales individual who is smart, articulate and has high integrity. You are driven, goal-oriented and a self-starter with a history of hitting the ground running. You have a track record of 5+ years exceeding sales quotas and wish to apply that kind of success toward helping us deliver a world-class solution. If that sounds like you, let's talk!

### **Job Scope**

3CLogic is one of the leaders in the cloud-based contact center solutions. We have openings for sales-people 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 enterprise accounts, comfortable with demonstrating 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. Our ideal candidate has pre-sales experience and must be able to:

- Learn AND demo new technologies.
- Create a detailed business plan for your region with 30, 60, and 90 day targets.
- Sell on-premise and/or cloud-based contact center software.
- Qualify a deal quickly through preparation, asking pointed questions, and drilling down to get to real pain in a consultative manner.
- Sell to multiple levels job function and seniority within an organization.
  - > Operations, technology and executives.
- Appropriately qualify opportunities that are generated through the company's marketing efforts.
- Establish genuine rapport with clients quickly to determine appropriate recommendations.
- Prepare those findings in writing, PowerPoint or any other media and effectively present those to clients.
- Work with the delivery team to scope the project accurately.
- Move a deal through the sales funnel to closure through a strategic sales process.
- Forecast accurately, maintain a current pipeline in Salesforce.com.
- Negotiate and close the deal.
- Work with the services team to transfer the account correctly.

### **Additional Qualifications:**

- Four-year degree in business, marketing and/or technology.
- Advanced degrees are a plus.
- Able to work well virtually or in a team environment.
- Experience and/or knowledge of strategic selling techniques, e.g. 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.

**Location**

This position is being offered to candidates in Atlanta, GA.

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