



Autobooks works hard to make small business banking simple. Through our partnerships with banks and credit unions, small business owners have access to a modern suite that makes business banking easier.

When you join Autobooks, you're joining a team dedicated to helping banks provide services to their small business customers. We want your ideas, passion and experience to continue improving what we offer.

Our downtown Detroit HQ is in the vibrant Madison building, named one of the World's Coolest Offices by Inc. Magazine. Autobooks also has a growing presence in Texas with a satellite office in Austin; and offers flexible, remote work environments for certain roles.

The Role: *Financial Institution Sales Director*

The Financial Institution Sales Director does both direct and partner led sales. He/she manages a portion of the country and is responsible for managing and executing the sales process in that region. Do you have a passion for financial services? Do you have experience selling Core or Digital Banking services? If so, we want to talk to you!

Responsibilities:

- Develop and maintain in-depth knowledge of each sales prospect's products, markets, business goals, strategy, and existing marketing plans
- Formulate strategies, tactics and account plans, under the direction of your sales manager, necessary to develop the leads and relationships within your assigned territory/accounts to attain sales quotas and gather information about prospects
- Bookings targets will be assigned in the form of a sales quota which you will be responsible for attaining
- Responsible for the daily maintenance of your sales pipeline using tools provided by Autobooks
- Generate leads and drive sales to financial institutions within your territory or within accounts as assigned
- Advocate for your sales prospects, every day and every interaction
- Work with prospects to educate them on the Autobooks value proposition, and how it will positively impact their business strategy
- Create a true partnership (as opposed to vendor) relationship with your sales prospects
- Create "raving fans" of both you and Autobooks with each and every financial institution you interact with
- Other duties as assigned



Required Experience/Skills:

- Bachelor's Degree or equivalent years of work experience
- 7+ years' experience in a sales role to financial institutions
- Experience selling Jack Henry, FIS, and Fiserv core banking services or digital banking services preferred
- Track record of exceeding quota
- Extremely high level of professionalism, comfortable presenting and talking to C-Level executives
- Ability to maintain your pipeline in the company CRM
- Ability to multi-task and prioritize
- Strong problem analysis and resolution skills, with an ability to develop and implement solutions that benefit both the prospective partner and Autobooks
- Ability to self-start and succeed with little supervision
- Willingness to learn and utilize new products and process changes

Other Requirements:

- Familiarity with MS Office products
- Familiarity of CRM tools (i.e.: Salesforce.com)
- Ability to travel by air and/or car up to 75%
- Residence near a major airport preferred

Job Type:

- Full Time

Job Location:

- Work from home

Benefits:

- 401k with company matching
- Health, Vision, and Dental insurance
- FSA
- Paid time off
- Life insurance and long term disability

A flexible, entrepreneurial work environment and team atmosphere makes this a great place to work. Please provide a complete resume and work history detailing your qualifications and experience to careers@autobooks.co and indicate "Financial Institution Sales Director" as the subject. To learn more about us, visit www.autobooks.co.