

Mi-Corporation, winner of Microsoft 2015 and Microsoft 2016 Partner of the Year awards, seeks an energetic sales rainmaker to drive high revenue growth. Mi-Corporation is prepared to invest with the right individual to take advantage of its tremendous market opportunity. The new sales person will be accountable for revenue/account generation and growth and is accountable for selling activities of the company aimed at new business development, revenue generation, and upselling/cross-selling existing customers. The focus of the role is new business.

Specific responsibilities include the following:

- Develop new business from existing Lead Generation model AND from personal hunting
- Provide demos, sales presentations and closed business in assigned market space
- Provide detailed and accurate sales forecasting of his or her pipeline, managed in salesforce.com
- Manage key customer relationships and participate in closing strategic opportunities
- Manage customer expectations and contribute to a high level of customer satisfaction

Qualifications include the following:

- Passion for sales
- Experience as a salesperson at a major software brand, or ESRI, Bentley, GoCanvas, ProntoForms, Xamarin (now Microsoft), Alpha Software, Kofax, OpenText
- Experience selling software development tools
- Creative intellectual curiosity
- A customer, quality focus
- Warm EQ

Must Have: Experience selling into a commercial field vertical such as Oil & Gas, Cell Tower/Fiber/Utilities, Commercial Agriculture

Compensation: Commensurate with experience, will include competitive base salary, commission, and annual bonus potential.

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