

# Position Description

## Solutions Sales Professional

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<b>Primary Objective</b>	<p>Optii Solutions is an international software company producing best-in-class housekeeping software for the hotel industry.</p> <p>We are looking for a sales professional to create and pursue a pipeline with our marketing team, work with the entire team to grow the company, generate leads, and close business. Estimated travel 10% - 20%.</p> <p>Our candidates must have excellent personal leadership skills, be self-motivated, and be genuinely passionate about growing our organization.</p> <p>We are a high integrity team and are looking only for convincingly good people to join Optii.</p>
<b>Reports to</b>	Vice President Sales
<b>Location</b>	Flexible Regular domestic travel will be required.
<b>Current</b>	October 2019

### Responsibilities of the role include the below areas.

- Nurture and close enterprise accounts
- Complement your existing pipeline with prospecting activities
- Work with the marketing team to generate leads and increase awareness
- Conduct and/or assist with demonstrations
- Excel at closing sales engagements from end to end
- Work with our team to prepare for trade shows
- Assist with on-boarding new clients - post-contract signing
- Impress clients with your technical knowledge and sales expertise
- Lead and manage the activities and performance of the sales team

### Please Do Not Apply Without A Demonstrable Background In

- B2B environment
- SaaS software sales
- Hotel Technology Sales experience is mandatory

### Qualifications and Skills

- Bachelor's degree or equivalent experience
- Able to communicate effectively at all levels, from front line hotel staff to C-Suite executives
- Goal-driven attitude to close deals

- Keen interest in becoming a hotel technology sales expert
- Feeling at home in a high growth environment with plenty of opportunities to expand your skills
- Salesforce/CRM experience preferred but not required



## **The Ideal Candidate**

- Continually improves: You are smart, ambitious, and coachable
- Drive: You're a self-starter who takes the initiative and is capable of executing independently
- Team: You collaborate well with others and have a "we" attitude
- Communication: You are an excellent communicator in all forms
- Do it all: We are a small team and we often wear many hats. You are enthusiastic about that opportunity
- Integrity: We only seek high integrity individuals who appreciate the professional partnership of convincingly good people.

## **Why work for Optii Solutions**

- International team with an informal and motivated culture
- Progressive and diverse culture
- Fun and inclusive work environment with offices near the Pennybacker bridge
- Excellent compensation potential which would be commensurate with experience
- Significant opportunity for professional development and career growth