



Government Software Sales Executive position details

Position	Government Software Sales Executive
Supervisor	Sam Boutros
Assistant	Office secretary and staff will assist with appointment scheduling, proposal preparation, technical questions, brochure faxing/emailing, ... You will have your own dedicated secretary/assistant once monthly sales exceed \$50,000
Duties	<ol style="list-style-type: none"> 1. New sales: Generate new sales of Townsware government software products. Use provided lists of leads to call, email, fax, mail, & meet prospective clients to introduce our products. Explain product details benefits, and pricing. Close the deal and sign the contract. 2. Inside sales: Follow up with current clients to gauge customer satisfaction, explore if any additional products & services are needed. 3. Reporting: Weekly, monthly, quarterly, and annual reports are required. Supervisor will provide format and details.
Minimum Requirements	<ul style="list-style-type: none"> • Strong verbal and communications skills • 3-5 years sales experience • Prefer sales experience to local/State government in NJ
Compensation package:	<ol style="list-style-type: none"> 1) Salary: \$24,000/year 2) Commission: 30% of Townsware software sales¹ - average \$4,000 - \$40,000 3) Bonus: \$1,000 for every calendar month where sales target has been achieved. 4) Paid Vacation: 1 week annually after first year – 2 weeks after 5 years – 3 weeks after 9 years – 4 weeks after 13 years. 5) Company paid holidays (7): Thanksgiving, Christmas Eve, Christmas, New Year's, Memorial day, Independence day, Labor day. 6) Paid expenses: approved tolls and parking fees, 30 cents/mile for approved business travel, and \$30/month towards cell phone costs. <p>Sales Target: \$10,000 in gross sales during calendar month. Sales target will be adjusted up or down quarterly.</p>
Pay Periods	24 Pay Periods / year ending every 15 th and last day of the month
Pay Day	7 days after the end of each Pay Period: every 22 nd and 7 th of the month

¹ Excludes annual maintenance/support