



Software Sales Associate (MID-Term Position)

C2C, a fast growing provider of E-Discovery, Compliance and Data Management software solutions seeks a go-getter looking to enhance their sales career within the software industry to join our sales team in Westborough, MA. This inside role will require you to seek out and engage with prospective clients to drive the sale of our product into the marketplace.

We're looking for high-energy, enthusiastic, self-motivated individuals to make 75+ outbound calls per day identifying and qualifying new leads. This inside role will require you to seek out and engage with prospective clients and partners to drive the sale of our products into the marketplace. Travel is limited.

Requirements:

- Possess disciplined 'sales pipeline' building practices including prospecting, negotiating and closing sales.
- In this role, you will need to consistently move the prospect towards commitment and close for product demonstrations and evaluations.
- Possess the ability to negotiate with others and be able to manage multiple tasks.
- You must be able to handle gatekeepers, identify decision makers and find opportunities.
- You must demonstrate persistence, tenacity, and the ability to overcome obstacles and exceed goals.

Must have skills/qualifications:

- It's critical that you have strong verbal & written English communications skills.
- Minimum 3-5 years work/sales experience
- Experience in the use of Customer Relationship Management software (CRM), Microsoft Office Suite and web conferencing software.
- Proven track record of exceeding targets & financial rewards.
- Bachelor's Degree beneficial, but not required.

At C2C we're looking for people who are passionate about the software industry, who want to work with the best and make a good living. We value teamwork, fulfilling commitments and the ability to create a successful track record and enhance your professional career.

We offer suitable candidates a competitive salary with uncapped commissions with a great benefits package including matched 401k.

Please, no outside recruiter, work from home candidates or outsourced telemarketing organizations.

Interested and Qualified candidates please email your resume and cover letter to HRUS@C2C.com.