



## Software Sales Associate – Entry Level or

### BUSINESS DEVELOPMENT REP

C2C, a fast growing provider of E-Discovery, Compliance & Data Management software solutions seeks a go-getter looking to launch their sales career within the software industry to join our sales team in Westborough, MA. If you are a recent college graduate, or interested in growing your career in software sales, please continue on.

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. You must be able to handle gatekeepers, identify decision makers and find opportunities.

Must have skills/qualifications:

- 0-2 years work experience, Bachelor's Degree preferred but not essential.
- Very strong written and verbal English communications skills; 2<sup>nd</sup> language beneficial but not required.
- Must be internet savvy, computer literate and comfortable with technology.
- Quick learner with imagination.
- Ability to listen, probe and communicate; to document prospects needs.
- Must demonstrate persistence, tenacity and the ability to overcome obstacles.
- In this role, you will need to consistently move the prospect towards commitment and close for product demonstrations and evaluations.

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. We are extremely selective on who we hire based on the fact that our senior leadership will train you for six months to get you up and running. We strive to create an environment for a healthy work/life balance and an opportunity to substantially contribute to a growing organization. We will provide comprehensive training on business development, client acquisition, closure skills and leadership coaching. We expect the right candidate would be ready for a full sales role in 12-18 months.

We offer suitable candidates a competitive salary and comprehensive benefits package including matched 401k.

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

Interested and qualified candidates, please email your resume and introduction to [HRUS@C2C.com](mailto:HRUS@C2C.com)