



Senior NetSuite Sales Executive

Explore Consulting seeks a sales professional with experience selling Software as a Service (SaaS) platforms such as NetSuite (CRM and/or ERP), Salesforce.com or Intacct. This is an ideal opportunity for a candidate with a strong professional services and software sales background who wants to work in a smaller company environment in which you can impact the top and bottom line results of a company.

At our downtown Bellevue office, we have a great position open for a Senior NetSuite Sales Executive, with the opportunity to manage others, who will be a key sales contributor across several practice lines including custom development, eCommerce, web-based business systems, mobile-based applications, implementations, integrations and customization of ERP systems. This is a full-time position with benefits and little to no travel.

Job Description

Working in a fast-paced, innovative environment you will be empowered to sell business applications, solutions and related professional services to prospective new mid-market or growing business customers. You will manage and prioritize sales through prospecting, lead qualification, forecasting, resource allocation, account strategy, and planning. Additionally, you will participate in the creation, presentation and sale of a complete value proposition via the telephone, Internet, and customer meetings.

Responsibilities:

- Identify, propose, negotiate, and close opportunities in the SMB market segment in order to meet and exceed his/her quota.
- Working in a fast-paced, innovative environment you will be empowered to sell business applications solutions and related services to prospective new mid-market or growing business customers.
- Convert customer problems into sales opportunities.
- Maintain an active pipeline of forecasted sales to meet monthly quota objectives.
- Maintains regular contact with account base, and increases revenue from positioning and demonstrating new and existing products, preparing appropriate proposals, and closing the sale
- Develop and deliver customized demonstrations, by web and face-to-face
- Qualifies new opportunities and prospects, dimensions the size of opportunities and articulates probabilities of closure
- Maintains broad knowledge of Explore Consulting products and their capabilities versus the strengths/weaknesses of competitive products
- Maintain account and opportunity updates within our internal sales automation system

Qualifications:

- Proven success in a high caliber sales culture with 3+ years experience in software applications sales with demonstrated and proven track record of exceeding monthly and annual quotas
- Experience managing the entire sales cycle, including: market/prospect research, lead generation, prospect list development and cold calling, web and in-person demos and deal proposal and negotiations

- Thorough understanding of SaaS and mid-market software applications, including Accounting Solutions, Business Solutions, e-Commerce, ERP and/or CRM.
- Previous application experience in one or more of the following desired:
- SAP, Oracle e-Business Suite, PeopleSoft, Microsoft, Epicor, Great Plains, AccPac, Best Software-MAS Series, Sales Logix, Siebel or Salesforce.com
- Experience selling software applications to VP/CXO levels
- Excellent written and verbal communication skills
- Personal initiative and good people management/relationship skills
- Outstanding decision making and analytical skills
- Self-starter, creative, and resourceful
- Desire to work in a small company setting
- Ability to travel as needed. Expected travel is <20%.
- Bachelor's degree from a four year university or college
- Experience with ERP, CRM, or SFA tools is a plus

Explore team members are outstanding **problem-solvers** with excellent **communication** skills. They're effective workers in groups and individually. Do you have what it takes?

About Explore Consulting

Based in Bellevue, Washington, Explore Consulting was founded in 2001 and is a professional services company dedicated to providing innovative and cost-effective solutions for their customers' database and IT system's needs. With a focus on cloud web-based business systems like NetSuite and Amazon Webstore, Explore has developed industry-leading cloud and mobile platforms for clients like Liberty Mutual, Jawbone, LifeScan, The Onion, Seattle Seahawks,

American Greetings and the NFL Scouting Combine. As an Amazon Webstore Solution Provider, our team can help you harness the powerful, reliable, and secure Amazon platform by providing services including custom design and implementation, search engine optimization (SEO), eCommerce strategy, training, responsive design, integration and much more. For more information, visit www.exploreconsulting.com.