

**Reports to:** Sales Director and Sales Manager

**Industry:** Software, Transportation

**Employment Type:** Permanent, Full-Time

**Compensation:** Base to start, then commission

**Anticipated Start Date:** Immediately

### **Company:**

Tailwind Management Systems provides enterprise solutions for the Transportation Industry with a focus on workflow efficiency, data exchange and analysis. We've been in business since 2002, and our software product is one of the best in the marketplace. Over 200 companies throughout the U.S.A, Canada and Mexico use our software to run and manage their business.

### **Candidate:**

You will meet and exceed sales targets through an existing client base in the area of new sales of our software products and services to the transportation industry.

### **Responsibilities:**

- Qualify incoming sales inquiries
- Generate new leads
- Demonstrate product capabilities
- Present high quality written and oral proposals
- Maintain accurate and detailed prospect notes in company internal sales system
- Stay up to date with Freight Transportation industry issues and competitors

### **Performance Requirements:**

- Experience in selling enterprise solution software
- Expert negotiation and presentation skills
- Aggressive follow-up and closing skills
- Motivated, with high performance standards
- Energetic personality and professional communication style
- Adaptable to changing needs of clients in a highly competitive market
- Computer literate with experience on MS Word, Excel and Power Point
- Team player with exceptional interpersonal skills

Candidates should email their cover letters and resumes to [careers@tailwindsys.com](mailto:careers@tailwindsys.com) and reference "**Software Sales Position**" in the subject line. Only those shortlisted will be contacted, no phone calls please.