

Job Title: K8 New Business Sales Executive

Date Prepared: November 2015

Department: Dancik International

Department: Sales

Reporting to: VP Sales, North America

Location: Cary

## Position Overview

- ▶ Due to continual growth in our level of activity, Dancik International is looking to recruit a New Business Sales Executive of K8 in North America into the dynamic Sales Department.
- ▶ With a can do attitude the New Business Sales Executive of K8 will require a desire and passion to take a hands on approach with the Dancik International product in order to be successful in this role.
- ▶ These areas include identifying new prospects and engaging current clients to purchase the KCS suite of products and enhancements. This position will be responsible for producing significant software sales revenue growth for all KCS products.

## Main Duties and Responsibilities

- ▶ With the full backing of the business, you will take responsibility for lead generation for your role
- ▶ Managing all aspects of the sales processes will be a key part of the role
- ▶ Consultative sales is the approach for success
- ▶ You will be required to take a hands on approach with the product
- ▶ Qualification of opportunities will be essential
- ▶ In time, accurate sales forecasting will be required
- ▶ Attending and presenting at monthly sales meetings is required

## Knowledge and Experience

### Essential

- ▶ 5+ years B2B software solution sales experience
- ▶ Record of overachievement of business targets
- ▶ Willingness to travel
- ▶ Experience with ERP or DRP systems
- ▶ Experience in the building materials space (lumber, plumbing, hvac, tile, etc.) strongly desired

### Desirable

- ▶ Experience with DDI, Epicor, Mincron, MS Dynamics, Spruce Software will be helpful
- ▶ Formal consultative sales training
- ▶ College degree

## Remuneration

- ▶ The salary and package are commensurate with the role and experience

To apply, please email a copy of your most recent CV to [cadams@dancik.com](mailto:cadams@dancik.com)