

Position: Product Representative (GlobalEdge) – Full-time

Company: Davisware, Inc.

Website: Davisware.com | facebook.com/DaviswareInc | [@DaviswareSS](https://twitter.com/DaviswareSS)

Location: West Dundee, IL (NW Chicago suburb)

Davisware’s mission is to leverage our industry expertise and customer relationships to create integrated and affordable software solutions. Since 1988, we’ve helped service-oriented businesses, contractors, distributors and manufacturers become industry leaders with technology solutions critical to the growth and success of their businesses.

Davisware is quickly growing and has an immediate opening for a Product Representative. This position will oversee all facets of the sales process from inception to completion for our GlobalEdge (GE) software solution. Such responsibilities include, but are not limited to, lead generation, product representation, education/demonstration and follow-up to prospective customers. If you enjoy working in a fast-paced and fulfilling work environment, this may be the right opportunity for you.

Candidate Requirements:

- Proven work experience in sales, preferably software-related to service-oriented industries
- Personable and articulate – able to effectively communicate information across all platforms
- Highly motivated, organized and able to simultaneously manage multiple projects and priorities
- Exceptional customer relationship and leadership skills
- Above-average knowledge or understanding of basic accounting principles, job costing, service billing, profit margins and basic reporting

Job Requirements:

- Ability to quickly learn new and complex processes and procedures
- Identify relevant industries within defined territory and build/maintain relationships
- Develop sales leads through prospecting/cold calling and respond quickly to inquiring parties
- Manage inquiries for incoming opportunities using supplied sales management software
- Collaborate with Marketing to creatively and strategically secure new customers
- Maintain accurate and up-to-date records in supplied sales management software
- Conduct product demos and stay current with industry trends and competitive software
- Network with current and prospective customers at trade shows, etc.
- Complete all required paperwork timely and accurately
- Consistently follow-up with prospective customers until sale is successfully closed
- Maintain customer satisfaction with regular follow-up and recommend/secure add-on sales
- Other duties as assigned

Compensation:

Base + commission (based on experience and skill level), plus a comprehensive benefits package

Please email resumes to employment@davisware.com and use the subject “**Product Representative (GlobalEdge).**”