



REGIONAL SOFTWARE SALES MANAGER

Trintech is the leading global provider of integrated software solutions for the Last Mile of Finance. From the time a transaction occurs to the time financial statements are issued, Trintech's innovative Unity Suite automates data collection, account reconciliation, financial close management, financial reporting, XBRL, and financial control testing. As a result, our 600 clients and 100,000 users worldwide benefit from an enterprise wide view into critical financial processes, and are able to increase efficiency, improve visibility, shorten cycle times, lower costs, and reduce risk.

Role

This position is responsible for managing a sales territory selling Trintech solutions to the office of the CFO while achieving assigned bookings targets and ensuring superior levels of client satisfaction. This sales position targets mid-size organizations with annual revenues of up to \$2.0 Billion within a regional territory. All sales professionals are evaluated based on productivity measures, including daily call statistics. Training and an expansive toolset is provided to facilitate performance of the job responsibilities. Strong interpersonal skills and careful attention to detail will set premier candidates apart.

Responsibilities

- Achieve budgeted quotas in license, professional services, and recurring revenue spanning a region of the United States for mid-size organizations with revenues up to \$2.0B
- Develop and manage a pipeline of qualified opportunities for an average sales cycle of 4-8 months
- Establish and maintain C-level relationships within assigned prospects throughout the sales cycle: objectives definition, value proposition, process documentation, project planning, and technical requirements
- Educate companies within the assigned territory about the advantages of the software
- Utilize tools such as WebEx and GoToMeeting for webinars, product demonstrations, and other interactions with prospects
- Diligent tracking of all activities, contacts, and opportunities in salesforce.com

Qualifications & Characteristics

- Successful candidates will demonstrate significant enthusiasm for territory management and will be capable of maintaining effective coverage of a territory
- 5+ years software sales experience or similar sales experience
- Financial products & accounting processes knowledge; (Preferred) Experience in Accounting, or a degree in Finance or Accounting
- Strong telephone sales skills
- Strong knowledge of sales processes and techniques
- Ability to manage a sales cycle from inception through contract signature
- Ability to use web-based tools such as WebEx and GoToMeeting to conduct presentations and software demonstrations
- Communication skills at a professional level appropriate to regular interaction with senior financial professionals (Controller, CFO, VP of Finance, Head of Internal Audit, etc)
- Minimum travel up to 20%

Working at Trintech:

Trintech has over 170 employees in the US and Europe. Trintech provides employees with a strong benefits package including Medical, Dental, Prescription, Vision, Life and Disability Insurance, as well as a 401K plan and 3 weeks paid vacation to start.

Trintech is an Equal Opportunity Employer