

United States Jobs Expertini®

Enterprise Sales Executive

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Company: PrismHR

Location: Hopkinton

Category: other-general

PrismHR is a leading provider of Cloud-Based HCM platform technology and service solutions for the regional PEO, ASO, and Payroll Service Bureaus market. Our contemporary and comprehensive solutions are the foundation of the regional PEO, ASO, and Payroll Service Bureaus' business and helps increase operational efficiency and accelerates revenue growth by increasing competitive win rates and increasing revenue per client. PrismHR is the dominant provider for PEOs and now seeks to aggressively expand our presence in the ASO and Payroll Service Bureau community. We have a unique career opportunity for proven and experienced Sales Professionals to assist us in elevating our presence in the ASO/Payroll Service Bureau market.

Responsibilities:

Successfully managing enterprise level sales process from opportunity creation to close, according to PrismHR's diagnostic sales methodology. This will include working closely with Sales Engineers, Implementation Team, and other Subject Matter Experts (SME's) to assist in winning opportunities and to meet and exceed assigned sales quotas.

Opportunity Development: Find, develop, and mature relationships with regional payroll service bureaus, ASO (Administrative Service Organizations), or accountancies who provide Payroll/HCM solutions to sell ourHCM Platform.

Work hand in hand with themarketing and business development team on demand generation campaigns and lead qualification and development.

Attend National and Regional Trade Association events, such as the Independent Payroll Providers Association, to grow awareness and find prospective opportunities.

Develop and manage a sales pipeline to meet and exceed assigned sales quotas and objectives. Will need to leverage PrismHR's CRM and be responsible for capturing all required information on prospective sales opportunities and to record, schedule, and manage sales steps and process.

Meet regularly with the SVP of HCM Sales to review overall progress, review sales pipeline, and strategize on sales opportunities.

Develop and present quarterly business reviews to Leadership.

Learn and effectively present Company and Solution value propositions.

Learn and effectively discuss key decision drivers, competitive advantages, and market trends in the regional Payroll Service Bureau/HCM space.

Qualifications:

5+ years of direct enterprise level selling experience, representing cloud-based (SaaS) software solutions to C-Level buyers.

Specific experience selling Human Capital Management or Workforce Management software and service solutions.

Proven ability to consistently meet and exceed assigned sales quotas and objectives.

Proven ability to run and manage an enterprise level sales process, including the ability to effectively find and define the buyers key buying reasons through diagnostic discovery.

Board level presence with strong communication and presentation skills.

Ability to operate in a dynamic, growth-oriented environment with a desire to assist in developing strategies and processes.

Strong MS Office skills including MS Word, Excel, and PowerPoint.

*Please note: This position can be remote. Notice for candidates located in the following states:

CA, CO, NJ, NY, WA: The base salary range for this position is between \$80,000 - \$100,000 (salary is dependent on location, experience, knowledge, and skills based on the responsibilities outlined in the job description).

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