

United States Jobs Expertini®

Software Sales Executive, Remote US

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Company: Carrier

Location: United States

Category: other-general

Country:

United States of America

Location:

CAFLO: Carrier-Home Florida Remote Location, Remote City, FL, 33412 USA

Carrier is the leading global provider of healthy, safe and sustainable building and cold chain solutions with a world-class, diverse workforce with business segments covering HVAC, refrigeration, and fire and security. We make modern life possible by delivering safer, smarter and more sustainable services that make a difference to people and our planet while revolutionizing industry trends. This is why we come to work every day. Join us and we can make a difference together.

We are seeking a results-driven and ambitious Software Sales Executive, with a hunter mindset to join our growing sales team. The ideal candidate will be responsible for driving revenue through field sales, prospecting, and account management efforts. This role offers an exciting opportunity to showcase your sales expertise, build strategic relationships, and contribute to the continued success of our company.

This role may sit anywhere in the US working remotely.

Role Responsibilities

Develop and execute a strategic sales plan in specified verticals to achieve sales targets and objectives.

Identify and pursue new business opportunities through proactive prospecting and cold

outreach.

Actively engage in field sales activities, including client meetings, product demonstrations, and presentations.

Serve as a hunter sales professional, aggressively seeking and closing new accounts.

Cultivate strong relationships with key stakeholders and decision-makers within target accounts.

Collaborate with internal teams to ensure the successful delivery and implementation of software solutions.

Provide ongoing account management and support to existing clients, driving upsell and cross-sell opportunities.

Stay informed about industry trends, market developments, and competitor activities to maintain a competitive edge.

Prepare accurate sales forecasts and reports, providing regular updates to management.

Work to be knowledgeable and up to date on all product offerings and their value to the clients and prospects.

Required Qualifications

Bachelor's degree.

2+ years of sales experience.

1+ years of CRM experience (Salesforce, HubSpot etc.).

Valid Driver's license.

Willingness to travel up to 40% of the time.

Preferred Qualifications

Bachelor's degree in Business Administration, Marketing, Engineering, or a related field.

Experience in the Education, Municipal, Retail, or Medical verticals.

Demonstrated experience in field sales, hunter sales, and account management.

Experience demonstrating products efficiently and effectively.

Strong business acumen and understanding of sales methodologies and techniques.

Excellent communication, negotiation, and presentation skills.

Ability to thrive in a fast-paced, target-driven environment.

Self-motivated with a proactive and results oriented approach.

RSRCAR

#LI-Remote

Pay Range:

\$92,856 - \$130,206 Annually

Carrier is An Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status, age or any other federally protected class.

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