



## Pixstar Corporate Position Description

### **Position Title:**

Information Technology (IT) Salesperson

### **Position summary:**

The IT Salesperson is responsible for growing the institutional and government client base across defined sectors and/or geographies throughout the United States within the Financial Services, Acquisition, and Supply Chain spaces. These spaces will focus on IT services around the Microstrategy, IBM Cognos, Oracle BI, and SAP Business Objects Intelligence and Analytic suites, with emphasis on the SAP Business Objects suite. In concert with the Marketing staff, the IT Salesperson will be solely responsible for the entire sales cycle from lead generation through contract signing.

### **Position Tasks:**

- Assume full responsibility for entire sales process.
- Overcome competition and work within a segment and across an organization to close new business.
- Establish new leads via individually initiated phone, email and in-person campaigns and follow-up on leads generated from Marketing staff efforts, website, social media, and software partnerships; working them to successful close.
- Develop and enhance relationships with Microstrategy, IBM, Oracle and SAP sales channel contacts, and other Pixstar industry partners.
- Generate leads through network of Microstrategy, IBM, Oracle and SAP sales channel contacts, and other Pixstar industry partners.
- Develop and conduct high-level in-person and web-based demonstrations and webinars of the target solutions.
- In tandem with the Marketing staff, grow presence within designated target market.
- Working in tandem with Marketing staff, assist in the development, coordination, facilitation and conduct of off-site sales and marketing presentations at conferences and trade shows.
- Assist in the development of sales proposals, business case presentations, and responses to requests for proposals.
- Qualify prospects and leads as to the fit for Pixstar services as well as the scope, timing, and likelihood of closing the opportunity.
- Close opportunities in conjunction with members of the technical, HR and marketing teams.
- In tandem with the Marketing staff, ensure client is fully prepared for hand-over to Program staff post-sign.
- Service the needs of prospects both commercially and technically.
- Create accurate sales plans and forecasts.
- Deliver against personal targets.

- Document sales progression, pipeline, and forecast using Pixstar tracking tools.
- Relay prospect feedback to Marketing and Executive staff as appropriate.
- Extensive travel is required.

**Required Skill Sets:**

- A minimum of 5 years of previous consulting and/or direct sales experience with BI or analytical products such as Cognos BI, TM1, SAP BPC, SAP BI, SRC, Cartesis, Outlooksoft, Cognos Planning, Hyperion, Microstrategy, or, alternatively, Big Four consulting experience
- Previous documented experience generating \$1 Million in annual service sales revenue
- Consistent record of meeting and exceeding sales quotas
- Established institution, government, and mid-market contacts; and contacts within Microstrategy, IBM Cognos, Oracle BI, and SAP
- Strong communication and presentation skills
- Experience dealing with Office of the CFO and CIO highly desirable

**Experience and Education:**

A Bachelor's Degree in Business Administration, Economics, Contract Administration or a related business field, or 5 years of equivalent/related work experience is required.

**Additional Attributes:**

- Has a deep understanding of Software and Business Process versus working for a product company.
- Has an understanding of Fortune 1000 companies and the needs they have, or the understanding of state and federal government clients.
- Has a client base to tap into and can generate additional service revenues based on their client base.
- Has the demonstrated ability to research and develop partnerships with the appropriate companies to win bids where we may be a part of a bigger solution.
- The personality to be able to put solutions together creatively and assertively.