

## **Job Opening – Sales Director**

### **About Starfish Associates**

Starfish Associates is a leading software company providing communication management solutions for multi-vendor unified communication and contact center platforms for on-premise, cloud-based and hybrid environments.

We provide solutions for automation, self-service and monitoring of communication platforms including Avaya, Cisco, Genesys and Microsoft Skype for Business. Our solutions are tightly integrated with leading IT business applications including Active Directory, ServiceNow, Workday and many others.

Starfish automates millions of transactions annually for many of the world's largest enterprises and Fortune 500 companies. Our technology empowers these enterprises to become more agile and respond faster to dynamic conditions.

### **About the Job**

Starfish is seeking a Sales Director with 5-10 years of enterprise sales experience. You will be part of a dynamic, growing team developing innovative communication solutions for large/global enterprise customers.

Primary responsibilities for this position include:

- Achieve net sales target
- Accurately update and maintain a sales funnel
- Establish, maintain, and develop business with prospective and potential customers
- Add value to existing and prospective customers by assessing customer needs and work to provide solutions
- Work with Starfish Channel Partners to educate them on Starfish value proposition and solutions
- Engage with the Starfish engineering team to prepare detailed customer proposals
- Present both virtually and in-person to prospective and existing customers
- Creative thinking / solution selling

## Qualifications

- 5-10 years of sales experience, preferably in software and / or telecommunications
- Strong knowledge in communications technology; experience with Avaya, Cisco, Genesys and Microsoft preferred, but not required
- Experience selling to large, complex customers
- Must be self-starter, hardworking, team oriented, creative and cooperative
- Ability to work independently and collaboratively as a team to achieve goals
- Problem solving: Propose ideas; find new and better ways of doing things
- Planning and organization: good time management skills
- Strong communication skills (both verbal and written)
- Professional presentation skills

## Preferred work locations:

1. Bridgewater, NJ corporate office
2. Northeast United States (remote)

We offer a competitive salary, company benefits (health, dental, 401k) along with sales commission based on achieving sales targets.

Please send your resume to [jobs@starfishassociates.com](mailto:jobs@starfishassociates.com) for **immediate** consideration.