

Sales Director / Sales Manager / Sales Representative

Starfish Associates is a global software company that provides communication management solutions for the world's most successful businesses. Our software powers multi-vendor unified communications (UC) and contact center (CC) platforms for on-premise, cloud-based and hybrid environments.

Starfish technology automates millions of transactions each year, integrating and synchronizing communications systems such as Avaya, Cisco, Genesys, Microsoft and Zoom with leading IT business applications including Active Directory, ServiceNow and Workday. In this way, we enable large enterprises to digitally transform their operations.

Our customers are automating manual business processes, gaining real-time visibility into their IT systems performance, and responding faster and with more precision to dynamic business conditions.

Job Description

Starfish is seeking a Sales Director/Sales Manager/Sales Representative (based on experience) with 3-12 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

- 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

- 3-12 years of sales experience, preferably in software and/or telecommunications
- Strong knowledge in communications technology; experience with Avaya, Cisco, Genesys, Microsoft Teams and Zoom 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

Bridgewater, NJ (Starfish corporate office), Massachusetts, North Carolina, Ohio and Texas.

Compensation and Benefits

Starfish offers a competitive salary, company benefits (Medical, Life, Dental, Disability, Vision, and 401k) along with sales commission based on achieving sales target.

For immediate consideration, send your resume and cover letter to: jobs@starfishassociates.com