

Sales Director

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 Amazon Connect, 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, by gaining real-time visibility into their IT systems performance, we can help them respond faster and with more precision to dynamic business conditions.

Job Description

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

Primary Responsibilities

- Establish, foster, and develop business with prospective and potential customers specifically focusing on the Genesys customer base
- Prospecting for net-new customers daily using a variety of tools and techniques
- Achieve annual sales targets
- Accurately update and maintain your sales funnel
- Add value to existing and prospective customers by assessing needs and solutions including second sale opportunities
- Work with Starfish channel partners & Genesys Account Teams to educate them on the Starfish value proposition
- 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-based selling

Qualifications

- 5-10+ years of sales experience, preferably in software and/or telecommunications
- Strong knowledge in communications technology with experience on the Amazon Connect, Avaya, Cisco, Genesys, Microsoft Teams and Zoom platforms preferred, but not required
- Experience selling to large and complex customers while managing executive level relationships
- Must be a self-starter, hardworking and team oriented
- Ability to work independently and collaboratively as a team to achieve annual company goals
- Strong communication skills (both verbal and written)
- Professional presentation skills and fluent in MS Office Suite of products
- Familiarity with HubSpot and prospecting tools a plus

Preferred work locations

Bridgewater, NJ (Starfish corporate office), Colorado, Massachusetts, and Ohio.

Compensation and Benefits

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

For immediate consideration, please send your resume to: jobs@starfishassociates.com