

We're currently looking for a Field Sales Manager who will be responsible for closing revenue based on opportunities uncovered through prospecting, cold calling, show contact, direct mail, referral, business partners, and lead follow-up. InfoIMAGE products are wide-ranged, offering unlimited access to many vertical markets.

The successful candidate will conduct a large number of telephone, email, and web interactions with corporate prospects in order to sell innovative print/mail and e-payment solutions. Activities will primarily consist of generating customer interest, qualifying opportunities and leads, and negotiating and closing deals to assigned prospects via the Service Level Agreement Proposal process. The candidate should have relevant sales experience to C-level decision-makers as well as IT Directors, Marketers, and other influencers. The candidate should also have the ability to conduct a consultative sales process involving multiple constituents within the target client. These are long cycle sales requiring attention to detail.

This position reports directly to the Vice President of Sales. This position is for vertical markets where the company is already successful. There is no limited geographical territory. Compensation includes base plus commission. Candidate must pass background checks.

Field Sales Manager Objectives

The Field Sales Manager position is a revenue-generator. This position is to secure incremental and add-on sales with existing clients—in addition to new corporate accounts—with the focus on booking new business. All candidates should be able to identify and qualify:

- Accounts with significant potential for the company
- Order size range in the tens of thousands to hundreds of thousands of dollars annually

Primary responsibilities of this contributor are:

- Prospect new applications at existing accounts
- Prospect and cold call into market verticals in Financial Services and Health Care
- Present outsourcing of internal operations at financial services companies and add-on services such as EBPP to peak the interest of the suspect or existing client
- Discover opportunities through qualification processes and continue on-going communication throughout the sales cycle
- Interact with all internal departments as well as a large number of business partners to be a successful team player
- Follow-up on sales and marketing generated leads by using the field sales process and Act! Software. Create mailing follow up lists for trade shows, cold calls, VITO letters, presentation boards, and more

The candidate must also have the ability to:

- Interact with company management, account services, and co-workers to maximize revenue and look for new opportunities that could lead to reaching company goals
- Manage the inside sales pipeline and forecast
- Possess a high level of productivity to ensure reaching revenue goals
- Be an organized, results-oriented team player of high personal integrity

Successful Candidate Profile

The candidate for this position is ideally driven to succeed in a field sales environment. This person is quota-driven and understands that filling and working the pipeline each day is the path to success

Characteristics of the successful candidate include:

- Great telephone skills, including pre-call planning, qualification and time management
- The ability to empathize with client 'pain points'
- The ability to articulate InfoIMAGE solution(s)
- Excellent writing skills and promise-keeping
- Competitive team player driven by winning
- Ability to work well with others
- Industry experience selling to Financial and Health Care markets a plus
- Three years of successful, measurable experience
- Proven track record achieving revenue goals is required
- Self-starter experience and success at exceeding minimum quotas
- A high level of integrity
- The ability to use standard corporate productivity tools (email, voicemail, MS Office, Act!) with the ability to present via Power Point and Web-based demo software
- College degree or equivalent work experience
- Sales training and certifications are a plus
- Out sourcing experience a plus
- Have the ability to respond to RFI and RFP submissions

Please send your resume to careers@infoimageinc.com with the job title in the subject line.