

Job Description:

Area Sales Manager

We are currently seeking a highly motivated and experienced inside software sales professional to join our Business Solutions team as an **Area Sales Manager** in Carlsbad, California.

This “business-to-business” sales professional should be able to prospect target accounts for new business, maintain an existing territory of business as well as establish and work with partners.

The Area Manager must be comfortable selling technical financial software solutions to all levels of any organizations financial department. Experience in telephone sales is a must. AP Technology considers this to be a “solutions-oriented” position that uses consultative sales techniques, training and tools to provide the Area Manager with every opportunity for success.

This position reports to the SVP Sales and Marketing.

Essential Duties & Responsibilities

- Responsible for New Business Development via prospecting, qualifying, selling and closing software solutions / services and products
- Sell a full range of AP Technology software products, supplies and services; requires consultative-selling skills
- Manage client relationship through all phases of the sales cycle
- Provide a consultative solutions sales process to prospects
- Conducts one-on-one and group sales presentations
- Provide account management to an existing territory
- Responsible for tracking customer information, forecasts and reports
- Develop and maintain prospect and customer list based on strategic marketing data and other sources for sales leads in our CRM system

Desired Skills & Qualifications

- Must be a self-starter
- Must be able to demonstrate sales record (3+ years) at a high level of achievement
- Solutions-selling experience in any one or all of the following areas: hardware, software, or other technical product
- Bachelor's Degree (or equivalent work experience) business, marketing and sales or related field of study
- Analytical skill set, strong presentation skills, ability to interact with any level within an organization
- Ability to self-motivate and multi-task and work independently or within a team
- Outstanding Written and Verbal Communication Skills
- Well-Developed Interpersonal Skills and Professional Demeanor

Travel

Some travel required for industry and partner events (5-20%).

To Apply

Please email your resume and salary requirements to hr@aptechnology.com

*Mention the position you are applying for in your submission. Relocation is not offered for this position. Local candidates only. **AP Technology***

Attn: Human Resources

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AP Technology is an equal opportunity employer.

[About AP Technology](#) (*link to Company Overview Page*)



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