



Account Manager - Software Sales

Scope Solutions Group, sells and supports mid-market business management solutions, including financial, process manufacturing and HR. We are seeking an aggressive account manager with 3-5 years financial and administrative software sales experience. This position involves direct selling to different types of industries. To be successful requires a consultative selling approach to develop an understanding of the customer's requirements and to clearly articulate the value proposition. You must also be comfortable dealing at all levels of the customer's organization including IT, end users and senior management. This position requires generating sales from existing customers and developing new customers. Some travel is required. A history of meeting sales quotas is required. Excellent communication, presentation and organization skills are also necessary. If you meet these qualifications and are a high energy level professional who enjoys working in a fast paced, teamwork environment where individual performance definitely makes a difference please contact us. Qualified candidates are asked to send their resumes to jobs@scope-solutions.com.