



## **Sales Associate Position**

Integra is a Boise based Document Management Solution Provider that services the Pacific Northwest. We are seeking a highly motivated commissioned sales person to sell Document Conversion Services, Scanning/Microfilm Hardware and Electronic Document Management Software business to business. Applicant must be independent and able to create and maintain their own book of business. Applicant should also be experienced with software sales, demonstrating software applications and presenting ROI at the executive level.

### **Responsibilities:**

- Prospecting/Cold calling.
- Drive new business to the company.
- Oversee the implementation of software solutions.
- Lead the development of proposals and responses.
- Prepare survey data and present ROI to prospects.
- Build and maintain strong client relationships focusing on sales opportunities for additional products or services.
- Closing deals including negotiating sales agreements, support, implement timelines, and finalizing all terms.
- Understand and keep up to date with competitive products and technology.
- Maintaining all activity in Integra's ACT! CRM database.
- Providing and presenting weekly sales reports.

### **Requirements:**

- Must be motivated by commissions.
- Experience with Document Management, ECM and BPM.
- Prospecting, lead generation, and vertical management.
- Proven track record of consistent sales success.
- Strong verbal, writing skills and presentation skills.
- Strong computer and technological skills.
- Effectiveness to facilitate and present to all customer types including IT, AR/AP, CFO.
- Ability to effectively manage multiple and complex sales campaigns.
- Ability to make persuasive presentations, demonstrate software, and listen effectively.
- Excellent customer facing skills.
- Strong negotiation skills.
- Self motivated.

Please submit resumes to [CRoeber@IntegraECM.com](mailto:CRoeber@IntegraECM.com) or fax to 208-336-2722 attn: Courtney Roeber.