



Job Description: Sales Manager

Reports to: Sales VP or Senior Sales Manager

Dept: Sales

Posted: 8/16/2010

The Jacada **Sales Manager** will successfully sell Jacada Call Center and Customer Interaction solutions. The sales manager will prospect within assigned verticals and territories to identify and pursue qualified New Business sales targets. Through a consultative sales process - including the development and delivery of definable business case and near term return-on-investment models - sales will be made directly or through business partners, to Jacada prospects.

Reports to:

- Sales VP or Senior Sales Manager

Level of Experience:

- 10 years direct sales experience selling enterprise class software and / or services solutions
 - Vertical solution expertise in one or more of the following: Call Center, Telco, Financial Services, Insurance or Utilities essential
- Demonstrate consistent track record of negotiating with C and V Level Executives.
- Demonstrate consistent track record of closing multimillion dollar transactions as New Business.
- Must have experience with consultative and / or complex sales cycle management.
- Reference able contacts into vertical at senior levels (V and C Level)

Travel Requirements:

- This position travels an average of 50% of the time to client sites in North America.

Job Responsibilities:

- Detailed planning and execution and against quarterly and annual quotas
- Meet and exceed quarterly and annual quotas
- Understand and deliver against the Jacada consultative selling methodology and process.
- Establish and maintain best practice prospecting skills
- Establish and grow a deep understanding of the Jacada solution and competitive call center technologies

Education/Experience:

- Bachelor's degree, Master's degree a plus.

References:

- A robust contact list from applicable companies and industries is required, as well as, contacts at the appropriate levels (Director or above)
- References from past employers/supervisors/personnel
- References from past clients which significant business was conducted

Submit your résumé to:

Jacada Inc.
Attn: Human Resources
400 Perimeter Center Terrace
Suite 100
Atlanta, GA 30346

or
Email your resume to:
humanresourcesus@jacada.com