

Opportunity: Sales Executive
Team: Sales (E.R.P./Business Applications)
Location: Midwest
Status: Permanent, Full Time Position with Benefits

EFC Systems is expanding our sales team by adding a **Sales Executive** to develop additional client opportunities throughout the US for our solutions focused on the agri-business supply chain. We are seeking an enthusiastic and talented individual to discuss how our company and E.R.P. solution aligns throughout an Agribusiness organization. The **Sales Executive** will work directly with our VP of Sales to develop opportunities by taking a consultative approach to establish strong client relationships.

Responsibilities and Requirements

- Develop client relationships by using strong communications skills and the ability to create a tailored presentation based on client needs
- Manage all aspects of the sales process including presentations, proposals and drive the necessary communication with the leadership and key decision makers
- Work with the implementation / client services team as needed to verify there is a coordinated effort when migrating to the implementation phase
- Document activities in our CRM system and provide weekly reporting updates
- 5+ years of software sales experience successfully managing a territory with a proven track record of closing new business
- Excellent written and verbal communications skills with the ability to present to an audience either in person, on the phone or via a webinar
- Be a good listener to gauge when the conversation needs to change in order to stay on target
- Agriculture industry experience and knowledge of ag retail is preferred
- Proficient with Microsoft Office suite, remote meeting software like Zoom and CRM platforms
- Must be willing to travel 40 – 60% and travel ranges based on the time of year

Our Mission

EFC Systems is based out of Brentwood, TN and delivers innovative software solutions throughout the entire Agribusiness supply chain. Merchant Ag, Vanguard Ag and FieldAlytics are our core software solutions that serve the needs of agriculture retailers and wholesalers with comprehensive features that helps our clients achieve operational efficiency by utilizing data to make more informed decisions.

Benefits Include: Competitive salary, casual dress code, 401k plan, medical, attractive paid time off accrual and referral program.

Next Steps: Send a copy of your resume to hr@efcsystems.com so that we may coordinate a brief introductory call to discuss our company, culture and rewarding career opportunities in more detail.

Learn more about our careers by visiting <http://www.efcsystems.com/index.php/join-the-team/>