

## SENIOR SALES EXECUTIVE

### SUMMARY:

The position is for an experienced senior sales person selling price optimization and demand forecasting software to grocery, drug and other fast moving consumer products retailers. This sales executive has a significant impact within the organization through guiding the strategic and tactical direction of company sales to the Grocery/Drug and Other Fast Moving Consumer Goods Markets within North America. The target audience for successful selling of the software is “C” level.

### ESSENTIAL DUTIES AND RESPONSIBILITIES:

Reporting directly to the Executive Vice President, the Senior Sales Executive is responsible for managing the sales process for assigned accounts within the territory to maximize the revenue potential of KSS Retail’s software and services products. Senior Sales Executive is responsible for delivering revenue to meet or exceed assigned quota.

In this capacity, the Senior Sales Executive will be responsible for:

- Developing sales opportunities through various prospecting techniques, such as, cold calling, phone prospecting, email letters, direct mail, trade show, industry conferences, networking with others in the industry and more to build a viable pipeline. Requires skills to prospect and build business as a significant part of the position is as a “hunter”
- Creation of company and product presentations to highlight benefits and advantages of solution that solves prospective client’s business issues
- Negotiating and closing profitable business
- Working and leading in a team sales environment
- Working from home with travel at or above 50%

### PRINCIPAL ACCOUNTABILITIES:

- Achieve assigned quota for software and services
- Prepare presentations, proposal, IRR justification, contract negotiation, and other sales related materials in a professional way to help close business.
- Manage territory and time to produce results while being mindful of travel expenses.
- Proactively understand the customer in order to facilitate consultancy opportunities and identify add-on sales opportunities to enhance the value of the client portfolio.
- Develop and manage effective working relationships with other departments, groups and personnel with whom work must be coordinated or interfaced.
- Interact regularly with executive team and individual department heads to ensure that the Company’s sales priorities are aligned with the corporate direction.

### POSITION REQUIREMENTS:

- Experienced sales professional in software sales in the Retail Fast Moving Consumer Goods marketplace. Minimum 5 years (preferred 10+ years).
- Has compelling knowledge and contacts in the retail marketplace and has sold to “C” level within this retail vertical.
- Excellent leadership, communication and presentation abilities along with a proven track record closing larger deals. Must have been successful in previous sales assignments.
- Self-starter with strong time management skills and ability to respond well to time pressures and deadlines.
- Strong conceptual, analytical, writing and judgment skills to support sales ability.
- Base salary and commission. Excellent total compensation package and benefits.
- College degree.
- Relevant product domain experience is preferred.

**LOCATION:** Multiple

**REPORTS TO:** Executive Vice President

**DEPARTMENT:** Sales

**Senior Sales Executive**

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**The Company:**

KSS Retail, a dunnhumby Company, is the premier global provider of price optimization and shopper insight solutions for the grocery, convenience, chain drug, general and online retail industries. Retailers use KSS Retail software and professional services to better understand their customer's needs, and to deliver more effective pricing, promotions and merchandising decisions. KSS Retail clients consistently achieve improved market share, sales and profit growth, and enhanced competitive positioning. Current clients include 7 Eleven, O'Reilly Auto Parts, BI-LO, Sonae, Raley's, United Supermarkets, dabs.com, ABC Fine Wine and Spirits, and many others. For more information, visit [www.KSSRetail.com](http://www.KSSRetail.com). Contact us: [CareersUS@KSSRetail.com](mailto:CareersUS@KSSRetail.com).