

## Software Solutions Sales Executive

### About Us

Avatar Partners ([www.avatarpartners.com](http://www.avatarpartners.com)) is a leading North American Extended Reality software provider for Government and Industry with headquarters in Irvine, CA. We specialize in best-in-class immersive reality solutions that Simplify Complex Systems™ to increase the efficiency, safety and effectiveness of equipment, systems, and processes.

### Job Description

We have an immediate opening for an experienced Software Solution Sales Executive with a solid B2B outside sales track record, motivated and ready to conquer the hottest technical advancement since the internet: Augmented Reality. You will represent and influence a leading innovative and fast-growing Extended Reality company with solutions that provides strong business ROI and stay ahead of the competition. Based in USA, our high-quality software (SaaS) and software platforms (PaaS) and professional services solutions have an established track record in enterprise markets that are trailblazing the dynamic Immersive Reality ecosystem - that includes Augmented, Mixed and Virtual Reality, Metaverse, and Artificial Intelligence.

You will be responsible for developing a territory that includes medium and large businesses and partners in aerospace, construction, healthcare, government/military, automotive, and manufacturing worldwide.

### Responsibilities

- Develop and implement a Territory Business Plan to drive sales of software products and services, and gain market share with new product launches
- Generate and develop new leads into prospects and customers, by identifying business needs and articulating how our solutions benefit the end user and enterprise
- Develop and deliver marketing materials and sales presentations to prospects, customers and through events (such as webinars) to generate interest and maximize market share of the product portfolio
- Develop and train new partners and manage existing Ecosystem partner base to maximize opportunities within your channel
- Accurately report sales pipeline, including closure dates, risks, industry opportunities, and areas to develop the product and solutions, to executive leadership
- Consistently achieve quota

### Requirements

- Consistent track record of achieving and exceeding quota
- Track record consistently generating leads and new business in new emerging markets

- Solution sales / consultative-oriented sales experience in all aspects of the complex software sales cycles with large organizations selling to leadership and C-level
- Strong software enterprise sales experience (such as ERP, MRP, and other software that runs organizations)
- Track record of developing new partners, and ongoing management of channel partner sales
- Excellent communication skills with thorough follow through in all aspects of the sales cycle
- Demonstrate software products and solutions to both technical users and leadership, and articulate the technical and business applicability in the customers ecosystem
- Understand and analyze customer business problems, determine the best software and services that are applicable, articulate the solutions customer's level of desire in solving those problems
- Disciplined management and report of entire sales pipeline
- Strong communication, negotiation and interpersonal skills
- Positive, self-motivated team player and creative, out-of-the box thinker
- Experience with Salesforce or similar CRM
- BA/BS degree or equivalent

### **Benefits**

- Salary + Commission
- Competitive Benefits: Health, Vision, Dental & Chiro
- PTO Time
- Sick Time
- 401K & Profit Sharing
- Growth opportunity!

Avatar Partners, Inc. is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, pregnancy, sexual orientation, gender identity, national origin, age, protected veteran status, or disability status.