



Inside Sales Professional
Osprey Compliance Software
Albany, NY

[Osprey Compliance Software](#) the premier provider of industry-leading compliance software solutions that meet the needs of any industry is seeking a Sales Manager.

POSITION SUMMARY

We seek a high-performing Sales professional to help drive our customer acquisition and revenue growth targets in a diverse variety of business sectors. This is a client facing role and will have responsibility for growing revenue and performing all aspects of the sales development and delivery cycle. We seek an individual who is experienced and enjoys sales, is ambitious with a strong business acumen and excellent communication skills.

In this role you will:

- Acquire new customers via prospecting, networking, solution-selling, presentation and establishing/leveraging partnerships.
- Manage sales opportunities from identification to pre-implementation.
- Build and promote strong customer relationships by partnering and understanding their needs
- Engage with potential prospects to foster sales opportunities and perform demos.
- Support and strengthen current client relationships and explore opportunities for upselling
- Manage Salesforce CRM database with updates and additions and manage pipeline
- Represent Sales as part of a cross functional service and delivery team
- Contribute to sales strategy development and execution

Ideal Candidate profile will include:

- 2 - 6 years sales and full sales cycle experience with record of success ideally in software or software services sales
- A strong sales orientation with an ability to work independently as well as collaboratively with teammates and remain flexible
- Degree in business, marketing or technology or related field preferred
- Energetic and balanced with a drive for results
- Proficient using MS Excel/Google Documents, social media and the internet search tools

For immediate consideration, please send resume with salary requirements to jobs@ospreyss.com

All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status or any other characteristic protected by law.