



**JOB POSTING**  
**11/28/2011**

**Technical Sales Entrepreneur**

A small, dynamic 20 year-old Portland, Oregon engineering consulting and sales organization is looking for an entrepreneurial, technical sales person to take ownership of our North American CAD, CAM, CAE and PLM software sales.

The ideal candidate would have 3+ years experience selling engineering software (Autodesk, Dassault, PTC, Siemens, etc.) and have a desire to be their own boss and manage the complete sales cycle.

This is a fast pace opportunity that requires outstanding interpersonal skills and the ability to independently manage their daily workflow to achieve the negotiated sales goals.

We expect that the successful candidate will exceed \$100k in total compensation (salary + commission) in the first year. You will have the opportunity to shape the sales process and be the 'CEO' of your territory. Your previous experience with technical products will speak volumes as to your ability to be a fit for this position. You will report directly to the owners and, as your sales climb, you will need to start building your own sales team.

In your cover letter, tell us directly and simply how you meet these criteria.

**Critical Competencies and Requirements:**

- BA/BS degree with 3+ years direct experience selling engineering software.
- Solution Sales experience; must have successful track record selling business solutions at C-level.
- Excellent ability with Salesforce or other CRM for call logging, forecasting and other sales metrics.
- U.S. Citizenship Required.

**The interview Process:**

- Your resume will be reviewed by one of the owners and you will receive a response.
- If you are selected for a follow on interview, we will request a short video presentation based on a little script we have developed.
- Upon successful completion of these two steps, we will have multiple face-to-face interviews. At this end of this process a decision will be made within 30 days.