

**Smart Software, Inc.**  
**Software Sales Associate**

Smart Software, Inc. has an immediate opening for a full-time software sales associate at our Boston-based headquarters. This is an excellent growth opportunity for the right person seeking to develop their sales career, reporting to the Director of Sales.

Founded in 1984, Smart Software is an established industry leader in enterprise demand planning, forecasting, and inventory optimization solutions for supply chain planning. SmartForecasts<sup>®</sup> software is unique in its ability to forecast intermittent demand, the seemingly random and sporadic need for slow-moving inventory items. Customers include such industry giants as GE, Nestle, Disney, Siemens, Abbott Laboratories, and The Coca-Cola Company and hundreds of small to mid-sized manufacturing and distribution companies.

**Responsibilities:**

The Sales Associate will participate in demand generation campaigns, qualify new sales leads, develop a portfolio of new prospects, and work with the Director of Sales to manage the sales process through closing and successful implementation. He/she will:

- Develop a deep understanding of Smart Software products, services, and markets, and how our software can address business needs across a variety of industries.
- Identify and qualify new sales leads via telemarketing, email contacts, and participation in tradeshow activities.
- Become a proficient presenter of Smart Software's SmartForecasts forecasting and planning software, and comfortably lead sales prospect meetings via the web and in person.
- Become an internal voice of the customer, representing critical market needs to our software development and management community.
- Assume progressively greater responsibility for establishing and achieving direct sales goals.

**Qualifications/Requirements:**

- Bachelor's degree with an understanding of statistics, economics and business management.
- At least 5 years of professional experience, with 2+ years in a B2B sales or sales support role for a software or technology-based company.
- Energetic self-starter with excellent communication skills (verbal, written, presentation and demonstration).
- Clear, demonstrated desire to pursue a career in software product sales and business development.
- Facility with Microsoft Office suite (Word, Excel, PowerPoint).
- Hands-on experience using lead management and CRM systems.
- Some work-related travel (10-20%), U.S. citizen or permanent resident.

**Desirable:**

- Knowledge of statistical forecasting and inventory management processes.
- Knowledge of ERP, supply chain and demand planning software.

Qualified applicants: Please email your resume and cover letter with salary history to HR@smartcorp.com. (No calls, please, and no recruiters)