



Position – Sales

Territory –

Reports to –

Collaborates With –

Objectives – This position is an outside sales role with direct responsibility for \$ **XX** in sales during the next 12 months selling a SaaS solution working to commercial trucking fleets to effectively optimize fuel usage and eliminate fuel waste.

Responsibilities	Measurable Results
Prospecting: Consistently find new opportunities and new customers.	<ul style="list-style-type: none"> Developing a qualified pipeline of xx of annual sales objectives. Working with the correct decision makers, where there is a business problem to solve and there is an implication to not solving the problem.
Qualification: Ensure all pipeline opportunities meet minimal qualifications.	<ul style="list-style-type: none"> Qualifications are assessing need, timing, budget, capabilities match and implementation schedule.
Presenting: Effectively present a business driven proposal as needed to convince the business level, user level and financial level decision makers why this solutions should be purchased now and not from your competitors.	<ul style="list-style-type: none"> Present the business case that aligns to customer needs as defined during the qualification phase. Describe the solution in alignment to business and technical needs. Align scope, schedule and cost. Effectively position unique qualifications and corporate over view.
Close sales timely in enough volume to meet annual business objectives.	<ul style="list-style-type: none"> Winning sales to meet and exceed new revenue objective of xx.