

**Position Available:** Sales Executive  
**Job Availability:** Immediate

**Company:** [Skygone, Inc., theGISmarketplace.com](http://Skygone, Inc., theGISmarketplace.com)  
**Office Location:** Redlands, CA

**Apply:** Please submit a resume and cover letter explaining your past experiences, leadership ability, and "Can Do" attitude to [careers@skygoneinc.com](mailto:careers@skygoneinc.com). Individuals only, no agencies please.

Skygone has an immediate need for Sales Professionals who are self-driven and love to achieve! Candidates with past sales experience as well as fresh graduates are welcome to apply. The Sales Executive is responsible for identifying, developing and closing new business opportunities, while also nurturing customer contacts for the purpose of maintaining the customer relationship and driving ongoing and referral business. This position requires someone who is confident, tenacious, highly organized, and comfortable speaking and presenting to prospective clients, and prepared to be on a highly driven sales team. This is an exciting opportunity for someone who is looking for a high velocity career path with a dynamic and innovative company.

**Duties and responsibilities:**

- Sell Skygone products, consulting and services.
- Identify new business opportunities by creating and implementing sales campaigns; synchronized with marketing campaigns.
- Develop account penetration strategies and close business.
- Develop thorough understanding of each account's industry and business, determine customers' needs, and prepare proposals to sell services that address these needs.
- Sell products via client visits, telephone and online web conferencing in order to handle objections and convince customers to buy.
- Manage growth of new business by transitioning them to be loyal customers.
- Track sales activities and opportunities.
- Willingness to travel: 30%.

**Requirements:**

- Confident, self-driven, dynamic and loves to learn.
- A Bachelor's Degree, preferably in Business, Computer Science, or Engineering College degree or equivalent experience.
- 2 or more years' experience positioning, selling and/or implementing complex technology and/or software solutions preferred.
- Ability to work independently or in a team setting and manage multiple task assignments.
- Strong English oral and written communication skills, including presentation skills. Bilingual skills are advantageous.
- The ideal candidate will possess a strong dedication to customer service, superior interpersonal and leadership skills.
- Strong problem solving and troubleshooting skills with the ability to exercise mature judgment.
- Ability to understand and present Skygone's offerings and competitive advantages.
- Positive and professional demeanor.
- Ability to access customer's needs and translate them into a solution proposal for migrating or extending their infrastructure to the Skygone Cloud.
- Knowledge and experience speaking intelligently about IT solutions to various levels of an organization including government officials and decision makers preferred.
- Knowledge and experience of GIS is advantageous.
- Ability to work in fast paced, changing environment with minimal direction.
- Ability to work with and support a motivated, highly driven team.
- Bonus would be experience and a background in sales training.

The ideal candidate will also be energetic, creative, enthusiastic, intelligent, analytical, and eager to take on responsibility and learn new skills. She/he will enjoy working in a fast paced and agile

organization, and contributing to an exciting, fun, teamwork-oriented environment. We are looking for those who want to grow with Skygone, and are in this for the long-term.