



SOFTWARE SALES REPRESENTATIVE

Job Description

RMC Group is looking for a full-time Software Sales Representative to join our team in Arizona! In this role you will use inbound and outbound sales techniques to sell complex cloud-based software. You will work closely with the marketing and internal retirement teams to help maximize our growth. Your responsibilities will include using consultative selling techniques to sell retirement planning solutions, building a prospect list of potential customers, assisting with inbound marketing efforts, proposal creation, and demoing the software.

Responsibilities

- Find prospects and quickly establish credibility and relationship
- Build a pipeline of new sales opportunities using self-generated prospecting techniques along with developing warm leads
- Learn about retirement planning and quickly become an expert on pain points to sell the system
- Report to the VP of Retirement Planning who will help you prospect, perform demos, and close deals
- Perform online and live demonstrations of the software and services
- Help build the overall culture and brand value of PlanGen Pro by collaborating with our internal team and continuously looking for innovative ways to grow the company
- Other tasks as assigned

Qualifications

- 3+ years of software sales experience, specifically B2B SaaS sales
- Excellent with customer communication skills
- Positive attitude who can thrive as an individual and as part of a team
- Experience with HubSpot a huge plus, but not required
- Ability to predict potential user and software issues
- Excellent organization and time management capabilities as well as attention to detail
- Amazing communicator with the ability to make complex topics easy to understand
- Bachelor's Degree in business or similar preferred, but not required

What We Offer at RMC

- Compensation: base + commission
- Medical, vision, and dental insurance
- Life and short/long term disability insurance
- Paid vacation and holidays
- Flexible work schedules
- 401(k) with company match
- Career advancement and development opportunities

Locations

Tucson, AZ / Hybrid



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About RMC Group

RMC is an international provider of risk management and actuarial consulting services. RMC specializes in the design and administration of innovative risk management and insurance products for the small-to-medium sized business. RMC offers a wide range of services which includes property & casualty solutions, life, health & annuity solutions, traditional insurance, insurance-based corporate finance solutions, comprehensive risk management, along with a wide variety of employee benefit plan programs and solutions.

Visit rmcgp.com for more information.