

Accounting Sales Representative at Validis in Austin, Texas

Validis is a market leading financial data transmission tool. The company is looking to expand its US presence from its Austin, Texas office.

The company's products are designed to provide Accounting Firms and Commercial Lenders direct access to their client's data quickly and securely through a cloud-based SaaS interface. Validis provides significant benefits to many markets requiring up-to-date client accounting data such as Financial Audits, Invoice Finance Reconciliation, and Financial Reviews. It allows auditors and lenders to gain insight into their clients' actual financial data. Validis prides itself on providing speed, simplicity, security and savings to our clients.

If you are ready for the next challenge and want to join a well-funded start up to deliver rapid growth in the US, then this could be the role for you.

We are seeking an *Accounting Sales Rep* to join our team. In this role, you will focus exclusively on new customer acquisition. This position involves cold calling potential prospects and developing new business within the accounting vertical. The qualified candidate will perform product demonstrations of all Validis product offerings and work with the prospect to understand their needs. The ideal candidate must be energetic, well-spoken, and eager to close sales and increase revenue.

Duties and Responsibilities:

- Cold calling - making multiple outbound calls to potential customers
- Maintaining and updating a CRM database of prospective customers
- Presenting and delivering information to potential customers with PowerPoint and demo of the product
- Working with the VP of Business Development to coordinate more in-depth presentations
- Tracking weekly, monthly, and quarterly performance and sales metrics
- Closing sales and working with the customer, account management and operations through the closing process
- Ability to travel occasionally

Requirements and Qualifications:

- Candidate must be confident with making cold calls and talking to new people all day
- Excellent verbal and written communication skills; the ability to call, connect and interact with potential new customers

- Persuasive, goal-oriented and ability to manage time efficiently
- Possesses an energetic, outgoing, and friendly demeanor
- Self-motivated and self-directed
- Able to work in an open office environment, independently and as a team member
- In-depth understanding of company services and its position in the industry
- Tenacity to handle rejection and continue with a positive attitude when reaching the next potential client
- Knowledge of sales process from initiation to close
- Strong computer skills, including Microsoft Office Suite (Word, PowerPoint, Outlook, and Excel) and CRM/Salesforce experience preferred
- Knowledge of accounting packages (ex. QuickBooks, Sage, MS Dynamics, etc.) preferred
- 4-year college degree preferred
- Previous experience in accounting preferred

Send resume and cover letter to: Jeff.Gramlich@validis.com with "Accounting Sales Rep" in the subject line. No phone calls please.