



JOB OPPORTUNITY

BidNet is currently seeking to fill the position of:

Sales Executive

Location: Latham, NY

BidNet is the leading provider of government bid opportunities and business intelligence services to companies of all sizes. For more than 35 years, BidNet has helped clients identify and win government contracts. We have product solutions to fit all business needs under several brands including BidNet, GovernmentBids.com and Construction Bidboard.

Our proprietary technology and experienced research team help companies become more competitive in the federal, and state & local procurement marketplace by delivering targeted sales leads, market intelligence and a suite of information-management tools.

Reporting to the Sales and Client Support Manager, the Sales Executive works with both phone and email – as well as other online tools to drive sales, qualify prospective clients, and determine which products and services are appropriate for the client based on their needs and company goals.

Key responsibilities of this position include:

- Build and maintain an active pipeline by qualifying prospective clients and tracking sales activities including online demo's, closed sales and follow-up activities
- Provide a consultative sales approach by use of online demonstrations, market history information and analysis of future market opportunities
- Work closely with sales and support teams to achieve client satisfaction and maximize revenue generation
- Demonstrate a keen understanding of the products and sales cycle
- Knowledge and understanding of the market
- Meet monthly and yearly sales goals and quotas
- Make a high volume of sales calls daily

QUALIFICATIONS

- 3 years (minimum) of B2B and/or inside sales or business development experience
- Proven track record of exceeding sales goals and quotas in a competitive environment
- The ability to work productively in a fast-paced environment
- Highly self-motivated and self-disciplined with the ability to work independently
- Outgoing personality with expertise at developing relationships with business professionals, presidents and CEOs
- Results oriented with the desire to grow professionally

- Proficient with computer programs such as Microsoft Office products and customer service systems
- Strong verbal and written communication skills, including excellent listening skills
- Strong organizational and time management skills
- Flexibility and the ability to prioritize and handle many tasks simultaneously
- Friendly, approachable and sustains a professional manner, including phone and email etiquette
- High level of confidentiality and integrity

BENEIFTS

We offer a comprehensive benefits package including:

- Competitive salary plus commission
- Medical, dental, vision, and life insurance
- 401(k) with company matching
- 40 hour work week, with a flexible schedule
- Paid vacation and sick days
- Twelve paid holidays

If you are interested in this opportunity, please submit your resume to: careers@bidnet.com. Only selected candidates will be contacted.