# Job details

At Nectarine Networks, headquartered in Des Moines, Iowa, our philosophy is that work is not a place, but something you can do anywhere. We’re relentlessly dedicated to enabling people to work and play from anywhere. Innovation, creativity, and a passion for ever-improving performance drive our company and our team forward.

Do you love to develop customer accounts and re-seller partnerships? Not only that, do you thrive in a consultative remote sales role, and you're able to easily establish rapport with customers/prospects with the end goal of being a trusted advisor? Then you’re just the

take-charge, proactive, digital sales representative we’ve been seeking.

# About the company

Nectarine Networks is a cloud company delivering technology-enabled work environments that create a ﬂexible work-life balance so folks can work whenever, wherever, and however. If you’re looking for a challenge, you'll enjoy our environment within an incredible culture. We'll give you the tools you need to succeed, so we can grow and develop together.

# Responsibilities

* Develop and apply an understanding of Nectarine Networks products, sales methodology, processes, prospecting techniques, and customer base to sell to end-users
* For existing base, call on and foster relationships, emphasizing new product sales. Account expansion and retention activities include cross-selling into new areas, solution selling, negotiating, and closing deals
* Achieve sales targets and achieve account strategies with ﬁeld counterparts
* Maintain accurate and timely forecasts as well as opportunity updates in Salesforce for management visibility in territory pipeline
* Schedule appointments for the ﬁeld counterparts with customers to tackle business issues
* Build relationships with key partners and system integrators to create account strategies and opportunity plans
* Deliver product presentations to customers
* Create opportunities across various product groups to take advantage of sales possibilities

# Beneﬁts

* Salary of $78–100K
* Competitive beneﬁts program consisting of medical and life insurance, retirement plans, and time off, including 12 weeks of paid parental bonding leave
* Training and educational resources on our personalized, AI-driven learning platform
* Well-being programs that support mental health
* Expert ﬁnancial counseling, 401(k), IBM stock discount, etc.
* Select educational reimbursement opportunities

# Qualiﬁcations

* Bachelor’s or equivalent experience required
* Over 5 years of general sales experience, over 2 years of digital product sales experience
* Experience in a high-tech, indirect sales, and procurement environment
* Strong organizational and time management skills
* History of successful target attainment
* Knowledge of CRM and opportunity management systems, experience with MS Ofﬁce
* Knowledge of two-tier channel sales (VAR, distribution, and vendor)
* CCSP certiﬁcation a plus