

Career Opportunity

Sales Associate

Job Location: Plymouth, Michigan

Email resume to: hr200@azox.com

The qualified candidate will be assisting Channel Sales Manager in developing assigned territory to meet or exceed established sales goals. The associate will be assisting with sales & marketing campaigns and effectively managing lead pipeline. A highly motivated, fast learning individual with strong communication skills is needed. High potential in acquiring ERP software knowledge is preferred. The Sales Associate is responsible for growing and supporting our reseller channel for Azox in the Microsoft Dynamics. The position requires outbound communication and lead qualification to support reseller end-user sales opportunities as well as recruiting new resellers to grow our channel. The Sales Associate will be the first line of contact for resellers and will be expected to develop leads into sales opportunities, inbound lead management, assist with sales & marketing campaigns and effectively manage lead pipeline.

Responsibilities

- Meet or exceed established lead generation goals
- Meet or exceed established new reseller attainment levels
- Provide qualified leads to Sales
- Provide sales/marketing campaign support and lead generation
- Track all relevant activity in Microsoft CRM (including call activity, lead qualification details, lead pipeline, opportunity pipeline, etc.)
- Achieve and maintain working knowledge of all Azox offerings
- Achieve and maintain working knowledge of Microsoft Dynamics reseller community in their assigned geographic territory
- Interact comfortably with Manager and senior management, both internal and external to the organization
- Communicate effectively with Manager via phone, e-mail and regular updates in Microsoft CRM
- Minimal travel

Required Skills

- Minimum 1-2 years Inside sales and/or channel experience in software sales
- BA/BS in Business, Marketing or Communications –or- equivalent experience
- Demonstrated phone-based selling skills
- Proven track record of exceptional lead generation results
- Experience working in a team sales environment
- Knowledge of CRM/Contact Manager software a plus, but not required
- Experience working in Microsoft Business Solutions channel a plus, but not required
- Attention to detail, excellent organizational skills, superior time management skills and ability to work independently or as a team member
- Superior oral and written communication skills
- Local Candidates Only - No relocation available

Company Profile

Azox is a Microsoft Gold Certified Partner. Azox develops and markets software solutions for Microsoft Dynamics Great Plains since 1996. Azox has strong product offerings in E-Commerce, E-Payment, and Extensions built on Microsoft Dynamics GP. These products provide complete solution to wholesale or retail businesses. Azox also provides custom programming services on both .NET and Dexterity platform.

Consulting Companies, Staffing Agencies and 3rd Party Recruiters need not apply.