



# Aravo Solutions

Job Title: Direct Sales Executive
Department: Sales
Revision Date: 12/12/2007
Target Regions: South East, West Coast (San Francisco; Los Angeles)

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## POSITION SUMMARY

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- Responsible for driving Aravo's core technology subscription sales into the Fortune 1000 in a named target market
- Focus on driving incremental subscription revenue in key markets and or clients within the Region
- Liaise closely with selected solution/consulting partners in region to drive incremental revenue

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## KEY RESULT AREAS

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- Net new named customers into the region
- Meeting & exceeding subscription revenue sales targets in the region
- Business analysis to identify key target markets
- Business planning with specific, measurable time bound performance results
- Align with strategy & product teams and ensure appropriate marketing messaging for the market
- Active participation in development of joint plans for territory and/or accounts with Aravo partners
- Ensure appropriate alignment and deployment of resource to target your territory
- Maintain accurate information on each active account in our sales management system.
- Ensure 100% customer satisfaction within your named client base

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## POSITION REQUIREMENTS

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### REQUIRED

- Experience in one of the following industries: Supply Chain Solutions (Oracle, SAP, Lawson); Spend Management Solutions; Corporate Sustainability Solutions; Salesforce.com enterprise field experience
- Consistent track record meeting and exceeding sales quotas
- Ability to communicate effectively at all levels
- Ability to work independently and with a team
- Demonstrate a high level of understanding of business practices and processes

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.



- Demonstrate a high level of understanding of supply chain and or procurement business practices, processes and solutions in the market
- Local language skills and English
- Excellent written and oral communication skills
- Strong presentation skills and proven track record of presenting to technical and non-technical audiences
- Strong probing, qualification and opportunity development skills
- Proven track record of presenting to CxOs, VPs, and Directors of business units
- Proven consultative sales solution skills, including the ability to articulate a clear, concise value
- Demonstrated ability to sell into an early adopter marketplace
- Strong interpersonal and listening skills
- Excellent organizational, time-management and follow through skills
- Proven track record of learning quickly, taking initiative, being resourceful and taking on additional responsibility
- Ability to maintain a high level of productivity, manages multiple competing priorities and work effectively in a fast-paced, team-oriented environment.

## EXPERIENCE

- Proven track record of delivering against quota
- Proven track record of delivering software license/subscription quota and revenue in an on-demand or subscription selling model
- Proven track record of achieving sales performance objectives
- Proven record of leading teams – either through direct reports or through association with other business units (internal and external)
- Proven track record of building a market through marketing and business development initiatives
- Awareness of partner sensitivity in opportunity engagement
- Strong networking and partnering skills
- Self-starter
- Understands concepts and can execute in a timely manner
- Proactive, innovative and creative thinker
- Professional with strong planning and mature analytical skills

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## Other Information

Aravo Solutions is recognized as the market leader in Supplier Information Management. This is a wildly exciting time as we create this market and work with early adopters as well as some of the greatest clients and partners in the industry such as Accenture, Ariba, IBM, Oracle, and SAP. The focus of this position is to take current momentum and leverage that into sales.

We are open to placement in a major metropolitan area.

You can learn more about Aravo Solutions at [www.aravo.com](http://www.aravo.com)

If you are ready for this challenging opportunity, send your resume to [sales\\_jobs@aravo.com](mailto:sales_jobs@aravo.com).

Aravo Solutions, Inc. is an equal opportunity employer.

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