



## **Sales Director, Software Services**

Waltham MA or Albany NY

Osprey Software Development is a leading enterprise software development company specializing in the design and delivery of complex business solutions by combining a powerful blend of architectural software expertise, business knowledge and proven technology expertise.

We are seeking a Sales Professional to fuel our continued growth. The incumbent will be a strategic member of the Osprey Senior Management Team and have responsibility for representing our Professional Services capabilities and growing business with prospective and existing clients. To succeed, the Sales Director will be a driven and creative problem solver who excels in cultivating and driving sales growth. In turn, Osprey Software will offer the opportunity to work with a highly motivated, creative and forward looking team of industry experts in a high visibility role providing a rewarding professional environment and competitive compensation package.

### **Summary Responsibilities**

- Consult with C-suite and other senior leadership roles to develop and implement an effective enterprise-wide strategy that maximizes the value delivered by Osprey's services.
- Understand and propose novel and custom software solutions that solve client business problems through the use of Osprey's software development capabilities and custom solution delivery process.
- Actively seek out new partnerships by cultivating pipelines, executing lead generation and presenting Osprey's high powered capabilities to perspective clients.
- Network, conduct pre-sale scoping, and develop sales tools to drive sales prospective partners.
- Work with management, marketing, technical and design team members to draft proposals and win new accounts.

### **Education & Experience**

- 4 or more years of experience in outside sales of technology / custom software services with a proven track record of selling complex software solutions.
- Strong network and relationships with senior leaders, ideally in the financial services industry.
- Skilled in business analysis, negotiation and interaction management.
- In-depth knowledge of selling strategies, development of proposals, contracts and SOW process and development lifecycle estimation techniques.
- Undergraduate or graduate degree from accredited institution.

## Personal Attributes

- Passion for software solutions and relationship management.
- Excellent communication and persuasion skills.
- Flexible, curious and creative and able to propose innovative ideas and approaches.
- Entrepreneurial, team player, self-starter and ability to exercise autonomous judgment.
- Highest ethical standards
- Passionate about delivering an exceptional customer experience
- Willingness to travel 25% - 30% within USA

For consideration please forward your resume to [jobs@ospreysoftware.com](mailto:jobs@ospreysoftware.com) .

EOE M/F/H/V