
Software Sales Executive Resume

Job Objective

Respected Software Sales Executive seeks position where my skills would be used for the betterment of the company and its employees.

Highlights of Qualifications:

- Strong accomplished experience in selling information technology-based solutions
 - Good expertise with Foreign Military Sales (FMS) and familiarity with export controls
 - Proficient in MS Office suite, contact management software, Photoshop and HTML
 - Strong interpersonal, written, and oral communication skills
 - Strong organizational, analytical and problem solving skills
 - Ability to quickly immerse yourself in the military mindset
 - Ability to present products and services at tradeshows and speaking engagement
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Professional Experience:

Software Sales Executive
Allen Systems Group Inc, Asheville, NC
August 2007 – Present

- Develop business plans adhering to business objectives and goals.
- Explored and developed new VAR channels and promoted sales in compliance to the strategy of the Defense Business Unit.
- Tracked tenders, drafted proposals and negotiated contracts.
- Achieved sales target and reported sales and sales pipeline activities.
- Managed and developed sales team.
- Identified business potential, generated and converted leads.

Software Sales Executive
Microsoft Corp., Asheville, NC
May 2004- July 2007

- Developed targeted pipeline for projected annual growth.
 - Performed cold calls to prospective clients and set discovery appointments.
 - Demonstrated products and services to qualified clients.
 - Documented all sales activities.
 - Prepared for and participated in business development team status meetings.
 - Improved sales presentation and product demonstrations.
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Education:

Bachelor's Degree in Computer Science
North Georgia College & State University, Dahlonega, GA

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