



Software & Services Inside Sales Executive

GuidewireSI is seeking a Inside Sales Executive with a proven track record of generating leads for JD Edwards and Oracle Planning and Budgeting Solutions. Accepted candidates will have the skills to provide professional discussions on the end to end services GuidewireSI provides its clients, helping them gain the optimum value and benefit from their JD Edwards and Oracle Planning and Budgeting investment. Our culture thrives on creative people who develop innovative approaches to complex problems in a team environment.

RESPONSIBILITIES:

- Sourcing & qualifying quality leads for sales leads by uncovering prospective customer needs, identifying potential projects, determining initial requirements, and ascertaining potential solutions.
- Interacting by phone, email, and social media with key personnel up to, and including, C-Level Executives.
- Acquiring & maintaining a working knowledge of JD Edwards and Oracle Planning and Budgeting software and GuidewireSI's end to end services to become a trusted advisor to prospects.
- Demonstrating initiative, creativity & collaboration through ad-hoc projects for various departments.
- Support sales through prospecting, RFPs, lead qualification, and opportunity activities.
- Actively participate throughout the entire sales process.

MINIMUM QUALIFICATIONS

- A minimum of 3+ years inside sales or business development experience in Software, or Business Services to end-users.
- A strong understanding of Enterprise Software Solutions, Business Solutions, e-commerce, ERP or EPM in a sales capacity is preferred.
- Experience working with mid- to large-sized JD Edwards customers is definitely a plus.
- Candidates must be results-driven with a proven ability to sell and project a positive, professional attitude.
- Ability to work in a team environment.
- Desire to work in sales and in the tech industry.
- Coachable, self-motivated, curious and resilient attitude.
- Professional verbal, written, and presentation communication skills.
- High energy to be able to work in a fast-paced, innovative environment.
- A confident and determined approach.
- Competitive nature.

EDUCATIONAL QUALIFICATIONS

- The ideal candidate should have a university degree/college diploma with BA/BS degree and a GPA of 3.0 or higher

Position Location: Denver, CO

Travel: Limited

GuidewireSI provides excellent salary and benefits. Our office is located in Denver, CO near Tech Center and Park Meadows Mall. We offer competitive salaries and benefits in an incredible work environment.

[APPLY](#)