



Senior Sales Executive

Company Overview:

For the past 20 years, Moraware has thrived as a bootstrapped company and grown our customer base in a small niche by having a great product, excellent customer support, and building a brand reputation as the industry-leading software for countertop fabricators. With over 2,800 customers today, we're looking to add an additional Sales Executive to the Sales organization to help drive the next phase of growth for the business.

Success in this role means driving new customer sales, activation, upsell, and retention within the customer base. We operate as a lean team, so you will have ownership over your work from start to finish and will work cross-functionally with the Customer Success, Marketing, and Product teams.

What You'll Do

- **Produce High Quality Sales:** Lead prospects/customers through defining and quantifying their business problems and identifying solutions to fit their needs
- **Prospecting and Lead Generation:** Identifying and qualifying potential customers through various methods such as cold calling, networking, and referrals
- **Sales Presentations:** Delivering presentations to prospects showcasing the benefits of Moraware products
- **Account Management:** Maintain a sense of ownership for customers in your book of business by building and maintaining strong relationships with both new and existing customers
- **Pipeline Management:** Keeping a clean pipeline and documenting all activity in the CRM
- **KPI Management:** Managing time efficiently to ensure KPIs are being met. KPIs include but are not limited to new customer sales, upsells, new customer activation rate, demos completed per week, demo availability, call & email activity, CRM hygiene
- **Product Knowledge:** Developing a thorough understanding of Moraware's products to effectively communicate the value to customers
- **Continuing Education/Self Improvement:** Through collaboration with sales team, sales manager and other teams
- **Cross-Functional Collaboration:** Collaborate with Customer Success, Marketing, Product, and other teams to align efforts with overall business objectives and ensure a seamless customer experience
- **Market Research:** Stay informed about market trends, competitor activities, and customer preferences to adapt sales strategies effectively
- **Travel:** Up to 15%



What You Bring:

- 5+ years of SaaS Sales experience
- Communication and interpersonal skills
- Understanding and mastering of the sales process
- Time management and organizational skills
- Adaptability and resilience
- CRM experience, preferably Hubspot
- Bachelor's degree preferred
- Self-starter with the ability to execute with limited supervision

More important than skills, we are looking for someone who matches our values:

- Passion for Solving Business Problems
- Take the Long-Term View
- Focus on the #1 Priority
- Make Incremental Improvements
- Be Collaborative
- Say What You Think

Working at Moraware

We're a fully remote company. In this role, you will work remotely from NV, CA, OR, or WA, but periodically travel to meet with team members and customers in person.

This is not a commission-based sales role. Moraware operates uniquely, incentivizing the entire company for growth and profitability. Your contribution to the company's overall success, rather than individual or sales team performance, will be recognized. In addition to a competitive salary, Moraware offers a profit-sharing program that fosters long-term commitment.

We offer four weeks of paid time off, ten sick days, 401(k) match, and we pay for 100% of health insurance premiums for you and your family. We also offer a stipend for professional development to help you continue your career journey.

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

How to Apply

If this sounds like the perfect match for you, email your resume to **SalesJobs@moraware.com**. In your email please include:

- 3-10 sentences about why you are qualified to join our lean Sales Team at Moraware
- 3-10 sentences describing why you've chosen Sales in your career path
- Which of these 4 states you plan to work in: California, Nevada, Oregon, or Washington