

JOB DESCRIPTION

Capture Executive

BIT Solutions, LLC is in a unique position within the enterprise software industry. We are an experienced company with a market challenging new product and we are an innovative, fast-growing company that offers all of the assets you need to sell with confidence –plus we have an entrepreneurial culture that gives you the freedom to blaze your own trail. No one else in our industry has the focus that we do in our core market. We have just created a new product that far exceeds any of our competition's features and functionality and has been so well received by our prospects, that we are expanding our sales team immediately. We are a provider of Cloud-Based, Enterprise-wide Capture Executive Software, developed for government contractors and professional services firms. Our competitors are Billion dollar companies and we are going to take them down – that's the attitude we have!!

Our software helps customers successfully compete for and win more government bids by providing company-wide information on opportunities, agencies, contacts, teaming partners, competition and so much more in a dynamic and collaborative way. There are thousands of businesses ranging from small to large that need BIT Solutions' CaptureExec Software to power their government capture strategies. Join the team that is about to take the market by storm and help our Federal Contracting customers win more deals in the Federal, State and local markets.

We are looking for real self-starting HUNTERS who already understand the Federal Capture Management process, and can talk the talk and walk the walk with CxO level owners about their Government contracting businesses. Your job will be to help our prospects understand how our software can manage their opportunities, manage their business processes, optimize resources, streamline operations, and deliver more leveraged sales opportunities. Join our growing team, and embark on a great career today.

Responsibilities

Responsibilities will include but not be limited to:

- Close business that meets or exceeds quota targets.
- Be a Hunter who is responsible for the full-life cycle sales to include: identify prospects, conduct needs analysis, deliver software demonstrations, negotiate contracts and close sales.
- Follow-up on sales leads, including prospect requests and call campaigns.
- Effectively manage pipeline and utilize our very own CaptureExec software to accurately forecast and manage your business.
- Proactively and patiently maneuver through the procurement process to ensure the deal is closed.
- Become an expert in our CaptureExec software.
- Deliver informative, high-quality demonstrations in personal face to face meetings.
- Conduct thorough needs analysis by asking the right questions, listening to the needs of the prospective customer and making appropriate product recommendations.
- Lead and drive deals to close through contract negotiation and customer follow-up.
- Engage in leadership responsibilities for the benefit of sales peers and management, such as program development, meeting coordination, training and mentoring.

BIT Solutions, LLC, is committed to workforce diversity. Qualified applicants will receive consideration without regard to age, race, color, religion, sex, sexual orientation, or national origin.

Please submit your Resume and Salary history to jobs@bitsolutionsllc.com.

BIT SOLUTIONS, LLC

"BIT Tools → Better Business!"

www.BITSolutionsLLC.com

QUALIFICATIONS

- Four-year college degree or equivalent experience
- 10+ years experience in Federal Capture Management
- Proven track record of quota attainment
- Proficiency in pipeline management and accurate forecasting
- Strong interpersonal telephone and written/electronic communications skills
- Formal training in consultative selling is an advantage
- Federal, State and Local government industry knowledge an advantage