Job Description: B2B Sales Representative - Trucking Software

About Us: Motorcity Systems is a leading software provider in the commercial trucking industry, committed to transforming the way carriers operate through cutting-edge technology solutions. Our mission is to enhance the efficiency, productivity and profitability of our clients by offering state-of-the-art software and exceptional customer service.

Position Overview: We are seeking a dynamic and results-oriented B2B Sales Representative to join our team. This key commercial role is focused on selling our innovative software solutions to trucking companies primarily in North America. The ideal candidate will have a proven track record in software sales, with a preference for experience in the trucking industry. The role will report to the CEO and offers opportunity for tremendous growth as a foundational member of our Sales team.

Key Responsibilities:

- Identify and target potential clients within the trucking industry.

- Develop and maintain strong relationships with our customers and key stake-holders.

- Prepare and conduct sales presentations and coordinate product demonstrations to prospective clients, value selling and refining sales messaging for key products.

- Negotiate and close sales deals to meet or exceed sales targets.

- Build and maintain strong relationships with existing clients and identify and cultivate opportunities for cross-selling and expansion within our customer base.

- Collaborate with the marketing and product development teams to align sales strategies.

- Provide feedback from clients to help improve our software solutions.

- Stay updated on industry trends and competitor activities.

Qualifications:

- Minimum of 3 years of experience in software sales, preferably within the trucking industry.

- Desire to be part of an emerging technology company, with flexibility to do what it takes as part of a dynamic and fast-paced team.

- Proven ability to meet and exceed lead gen and sales targets.

- Strong understanding of B2B sales processes and strategies and strategic account selling.

- Excellent communication, negotiation, and presentation skills, including ability to draft proposals including outline of project scope and solution which is technical in nature.

- Ability to build and maintain relationships with clients.

- Self-motivated and able to work independently as well as part of a hig- performance team.

- Understanding of digital marketing and lead generation tools.

- Bachelor's degree in Business, Marketing, Supply Chain, Computer Science or a related field is preferred.

What We Offer:

- Competitive compensation including salary and sales commission.

- Benefits package includes health, dental, vision.

- Paid time off and holidays

- A supportive and collaborative work environment.

If you are passionate about sales and have a background in software solutions for the trucking industry, we would love to hear from you!

How to Apply: Please send your resume and a cover letter detailing your relevant experience to katie@motorcity.systems .