



Continuous Digital Transformation

www.leapxl.com

LeapXL is a tech innovator headquartered in Little Rock, rapidly scaling to solve digital modernization in large enterprises. LeapXL has created a platform for software development and IT teams to more simply connect data sources and build software including mobile web apps and complex SaaS systems and iterate faster on new products. Leap does this with platform tools so you can connect data, build quickly and easily, and deploy solutions without programming code. We are seeking strategic sales consultants to help the company expand our committed customer base and scale revenue growth.

At LeapXL, we value diversity and work-life balance. We believe in building transformative products with integrity that create measurable value for people and foster widespread business success in a good--and increasingly equitable--world.

We are a small, fully distributed organization with people working independently from home using Microsoft Teams and Zoom collaboration platforms. Additionally, our company policy mandates a fully vaccinated workforce, since there will be occasional in-person meetings and service with clients.

Technical Sales Consultant

We are searching for an experienced and strategic sales representative to join our dynamic team. The technical sales representative should have strong capabilities in shaping and deploying a Go-to-Market strategy related to cloud native technology. Responsibilities will include establishing the needs of the customer and recommending and demonstrating LeapXL products. To be a successful technical sales representative, s/he should be able to develop an excellent rapport with existing customers and source new clients, through a clear understanding of the components of the Leap solution and the ability to demonstrate how products add value for the customer. A top-notch technical sales consultant should be knowledgeable about competing products and should have the ability to break down technical terminology to non-technical clients, as well as speak to technical clients.

LeapXL's Sales Strategy is heavily influenced by the book **Let's Get Real or Let's Not Play: Transforming the Buyer/Seller Relationship** by Mahan Khalsa, Randy Illig, et al. LeapXL is a market-driven company that seeks to solve genuine problems of customers that create long-term value and are growth-enabled. LeapXL is focused on both consultative selling and strategic-partner selling.

Technical Sales Representative Responsibilities:

1. Establishing the technical needs of the customer and suggesting appropriate products.
2. Explaining complex technical information to customers in a way that is easily understandable.

3. Following up with customers and resolving any issues that may arise.
4. Keeping customers informed about new technological products.
5. Compiling proposals and reports related to technical products.
6. Ensuring that sales targets are consistently met.
7. Reporting to management about sales made and lost.
8. Updating records of customer communications and contact information.
9. Generate sales reports each week/month and submit them to the Director of Sales
10. Utilize all available resources to reach out to prospects and attempt to turn those prospects into customers
11. Collaborate with the management team to improve marketing materials and expand the company's marketing presence in the designated territory(ies)
12. Attend industry trade shows and/or events to accumulate new leads and make productive contact with existing customers

Technical Sales Representative Requirements:

1. A bachelor's degree in IT, business, or a related field.
2. A minimum of 2 years of sales or marketing experience.
3. Technical knowledge and a comprehensive understanding of how the company products work.
4. Strong interpersonal and communication skills, especially strong business writing.
5. The ability to identify and follow up on leads.
6. Exceptional skills in selling products and closing deals.
7. Knowledge of sales promotion techniques.
8. Excellent presentation skills and a professional appearance.
9. Proficiency with computers, MS Office, especially PowerPoint, and sales software systems
10. Ability to work collaboratively.
11. Strong time management skills in order to help meet internal and external project milestones.
12. Demonstrated track record of taking ownership and driving results on technical projects

Interested applicants should email a Letter of Interest and current Resume to:

Ken.hubbell@leapxl.com

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