

About en>compass Solutions, Inc.

Encompass Solutions is a US based organization formed in 2001 and currently has a staff of 40 people, all of whom have 12+ years of experience with the implementation and long term support of enterprise systems. Our company is focused on delivering information technology services to enterprise customers. We sell Enterprise Resource Planning software, implement these systems, and support customers, primarily in the manufacturing industry. Encompass has global customers and teams that work remotely. We work primarily with the Epicor ERP solution and achieved the highest recognition again in 2017 as a "Platinum Epicor Partner".

As a result of extensive development in the industry and some exciting changes to our strategic direction, we are in need of a wide range of skilled professionals.

- > If you are a technically minded individual excited to be a unique part of a rapidly growing business in a fast-moving industry
- > If you have a thirst to learn and be a part of a dynamic and close-knit team
- > If you want the opportunity to work in an environment that promotes independence, innovation and rewards success.

...please contact us at careers@encompass-inc.com.

Position: Solution Sales

Schedule: 8 through 5pm, Monday to Friday (Flex hours available)
Travel, both regional and national will be required

Location: NC, US East Coast preferred

Job Description:

We are in need a of an experienced ERP software sales representative ideally with a background in Information Technology, Supply Chain and or Manufacturing. This individual understands the principles of the sales process and targeted prospecting.

In a Solution Sales position with Encompass your job will be to manage the entire sales cycle of Epicor ERP - one of the most technically advanced and functionally rich ERP solutions on the market today. With an assortment of reference sites and a commitment from Epicor for growth this is a great time to join us. EPICOR is already the 6th largest ERP vendor in the world and, as one of their top partners, Encompass is positioned for aggressive growth.

We are looking to attract a sales professional who is ambitious and proven, but we also recognize such individuals require the need for a qualified support team. You will have Marketing, Lead Generation and Pre Sales professionals to back your efforts.

Successful candidates are likely to already be working for an ERP vendor or reseller with exposure to deals in the range of \$75 - \$750k for software alone. Product experience with solutions like Microsoft AX, Sage, SAP B!, Netsuite, and Infor are ideal. You must be curious, results-driven, highly organized, a team player, and not shy about pitching ideas or making recommendations.

Responsibilities:

- Build and grow an active pipeline and close new ERP business in the manufacturing industry throughout the assigned North American territory. (Territory and industry focus TBD based on

background.)

- Build relationships with industry and Epicor/Netsuite teams
- Build relationships with local selection consultants and other ERP selection “influencers”
- Cold call prospects within Manufacturing companies
- Work with Inside Sales to provide input on focus industries and messaging
- Manage and execute sales cycles from beginning to end - from qualifying to discoveries, demos, and coordinating contracts
- Selling software and services to Manufacturing companies
- Play key role in Sales to Services hand off
- Core manufacturing verticals are Building and Industrial Products (discrete), Food / CPG, Chemicals, and Life Sciences - including Medical Devices
- Be a “Hunter” - not a “Farmer”
- Must have high energy and demonstrable success selling complex ERP (SAP, Epicor, Oracle, Dynamics, Ross) services and products

Requirements:

- Must be skilled in all aspects of the sales process, including prospecting and qualifying.
- The ideal candidate will have an extensive, demonstrated history of selling manufacturing ERP solutions.
- Experience with complex selling & value-based (consultative) sales strategies.
- Candidate must have strong verbal & written communication and presentation skills.
- Ability to conduct effective needs analysis and web-based product demonstrations is critical
- Minimum of 2 -5 years ERP software sales experience
- Bachelor’s degree or equivalent work experience
- Must be able and willing to travel up to 50%

Preferred:

- Experience working and selling into the manufacturing industry
- Located in NC or US East Coast
- Strong social selling skills (Linked In, Sales Navigator)
- Experience selling Cloud-based solutions
- Experience selling SaaS-based solutions

Salary:

Base (DOE) + Commission

Benefits:

Medical

Vision

Dental

401K match

Paid Vacation

high potential for growth