Regional Director of Field Sales -Southeast Territory

Targeted Start Date: ASAP
Location: on site in Atlanta, Georgia with up to 50% regional travel as necessary
Immediate Supervisor: Chief Revenue Officer

Company Background

PCS Software, Inc. is an AI platform for the transportation logistics marketspace providing the trucking industry's most effective transportation management platform (TMP) to improve fleet management and delivery systems and increase profits for our customers. Through innovation and invention, our software individualizes work routines, consolidates workflows, and streamlines management controls to improve accountability, transparency, and eliminate costly and redundant manual processes.

Trucking companies and freight brokers trust PCS to optimize their dispatch, accounting, and fleet operations. TL, LTL, Intermodal, and freight brokerage services use our TMP to automate operations, easily access information, and reduce inefficiencies to maximize sales and revenue. Founded in 1997 and located in Houston, Texas, PCS Software is the leading developer of hosted software solutions designed specifically for the ground transportation industry.

Job Description: Regional Director of Field Sales -Southeast Territory

The Sales Director will focus on the Southeast Territory of the United States and will step into a region that consists of some of the greatest shipping of manufactured goods in America. The Sales Director is expected to travel around 50% of the time on average throughout the southeast region to different client locations as necessary to meet with perspective and current clients to close sales opportunities for PCS. The ideal candidate will come from a SaaS Software or Software Sales background. Added value comes if the ideal candidate has previous trucking or logistics industry experience as well.

Key Responsibilities:

- Possess a polished charismatic executive presence, when necessary, but possess the solid ability to communicate and fit in at any level of a company to make their audience comfortable and captivated.
- Expected to have the strength and experience to be an individual contributor at first and then eventually will lead a robust sales team and account team members to drive new sales in the Southeast regional United States.
- Experience extending sales relationships with past accounts as well as add new client account labels monthly.
- In addition, the Director of Sales for the Southeast regional territory will help train and support account managers and new sales team members on how to cross-sell and up-sell existing accounts into the expanding PCS PaaS Platform.

Minimum Requirements:

- Be a closer. Have a solid record of owning and closing full sales lifecycle deals at the multi-million-dollar level annually.
- 10+ Years of Field Sales experience selling within the Software industry, specifically SaaS Software.
- Ability to sell $1M+ annually in software licensing and services consistently over the last 5 years.
- Ability to manage the Sales pipeline using Salesforce Sales Cloud, CPQ and other applications within Salesforce.
- Ability to work closely with the marketing team to drive awareness, branding, and lead generation.
- Manage to a set of specific Sales KPI's.
- Create, implement, and maintain a sales operating plan annually.
- Requires deep knowledge of software sales as a service and sales on software platforms.

- Lead Regional Tradeshows, Seminars and Company Sponsored Fleet Automation events.
- Sales training or certifications in a sales methodology or technical certification is a plus!

Education:
Bachelor's degree required, preferably in a STEM major, business degree, or a related field of study.

Success Factors:
- PCS hires individuals who thrive and excel in teams and demonstrate big-picture thinking, who are willing to explore new ideas, are persistent when things do not go well, and are committed to delivering and maintaining a high "Do/Say" ratio.
- PCS hires team members with strong communication skills, both oral and written, who can communicate with customers to understand their needs.
- PCS looks for candidates who demonstrate a desire for continuous training, education, and skill improvement.
- PCS employees must be enthusiastic, positive, and possess a creative problem-solving ability that drive action and results.
- PCS hires people who are detail-oriented, capable of handling multiple projects at once, adept in navigating ambiguity, and who are comfortable with rapidly changing/competing priorities.

PCS Core Values:
- **Initiative** – You take initiative as an owner and do not wait for direction to act.
- **Accountability** – You own all the actions and results associated with your job, including the by-product of your work at PCS.
- **Can-Do Attitude** – You believe in yourself and always demonstrate an achievable attitude.
- **Positive and Motivated** – You continuously radiate positive energy and raise the level of performance of those around you by keeping yourself and others positively motivated towards your daily, weekly, monthly, and yearly goals.
- **Say-Do Ratio** – Do what you say and say what you do. You constantly deliver results that match the words you speak. You then keep your promises to deliver on time or keep your peers and management updated to avert a crisis.
- **Integrity** – You are consistent and uncompromising in your strong personal and company values as well as ethical and business morals.
- **Honesty** – You are always truthful and transparent in your actions during the difficult times, not just the good times.

Why Join PCS?
PCS Software, Inc. is the perfect combination of a fun work environment that rewards your hard work with amazing opportunities for career growth and personal development. If you want to be the newest member of a vibrant group of energized technology leaders in an innovative and entrepreneurial environment, then apply online today to start building solutions that customers will love to use and join a company that truly rewards your hard work and values your talented contributions. If you would like to compete for this highly sought-after position, please submit your resume to employment@pcssoft.com.

PCS Software, Inc. is also considered one of the best places to work because of our competitive compensation plans, comprehensive benefits plan with 100% company paid medical, dental, and vision premiums for you and your dependents, 401k with a 4% match, generous PTO package, a truly creative and fun working environment, complementary food/beverages in the office, paid training and development opportunities, paid gym/fitness facility membership, employee recognition programs, and amazing opportunities for career growth and personal development.

Work Authorization
No calls or agencies please. PCS Software, Inc. will only employ those who are legally authorized to work in the United States. This is not a position for which sponsorship will be provided. Individuals with temporary visas such as E, F-1, H-1, H-2, L, B, J, or TN or who need sponsorship for work authorization now or in the future, are not eligible for hire.

This job description provides many examples of the types of responsibilities required but is in not intended to be a comprehensive list. The incumbent will complete other job responsibilities as needed which are not specifically described in this document.

PCS Software, Inc. is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability, or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment. We thank all respondents for their interest in PCS Software, Inc. However, only those selected for an interview will be contacted.

To view additional information on PCS Software, Inc., please visit our website at www.pcssoft.com.