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Houston, Texas 77042
Building 4, Suite 700
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Director of Sales –Northeast Region

Location: prefer candidates who reside in the Northeast, USA as role with up to 50% regional travel to lead the field sales initiatives in the Northeast Region for PCS

Immediate Supervisor: Chief Revenue Officer

Company Background

PCS Software, Inc. is an AI platform for the transportation logistics marketplace 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 Sales – Northeast

The Director of Sales for the Northeast region will preferably live in the New York/New Jersey area but will be responsible for a multi-state regional territory. This individual will be expected to travel 50% of the time around the region to different client locations on a regular basis. The ideal candidate will come from a SaaS Software or Software Sales background targeted at the transportation and logistics industry. Added value comes if the ideal candidate has previous trucking or logistics industry experience as well. You will be a member of the Northeast Regional office team located in Paramus, New Jersey, but will soon have additional sales support team members working toward your regional sales group goals that could be located anywhere in the northeast region.

ROLE AND RESPONSIBILITIES

- Expected to have the strength and experience to be an individual contributor at first and then eventually will recruit, staff, and lead a sales team and account team members to drive new sales in the Northeast region.
- The ideal candidate will extend relationships with past sales accounts as well as add new labels monthly to PCS Software's list of customers.
- In addition, the Director of Sales for the Northeast 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.

TECHNICAL SKILLS, REQUIREMENTS, AND EXPERIENCE

- 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.
- Previous experience working in the transportation and logistics industry.
- 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!

SUCCESS FACTORS

PCS Software is a company of motivated employees from a wide range of industries and backgrounds working toward a common goal – the success of our customers in the ground transportation industry. Our team works together and challenges each other to bring new ideas to the table to achieve our mission. That is, to create the most effective transportation management system in the country at delivering process improvements that immediately result in operational efficiencies and revenue generation for our customers.

- Solid track record of longevity at one company and the ability to show growth in your career progression.
- At a personal and interpersonal level, we are looking for individuals who thrive and excel in teams and demonstrate big-picture thinking, willingness to explore new avenues, be persistent when things do not go well, and be committed to delivering and maintaining a high “Do/Say” ratio.
- Strong communication skills, both oral and written, at the technical and managerial level, are also key to success.
- Ability to communicate with customers to understand and document the simulation requirements, then ideate, plan, develop, and deliver simulation tools are required.
- Skill and ability to: collect, curate, organize, synthesize and/or analyze data to summarize findings and develop conclusions and evidence-based recommendations are essential.

EDUCATION REQUIREMENTS

Bachelor’s Degree in Computer Science, Computer Engineering, CIS, MIS, Business, Marketing, Communications, or other bachelor’s level degree required.

OUR VALUES

Our guiding principle at PCS Software is customer service. We believe that we are a customer service company that happens to make the best software in our industry. If you are driven to delight customers and treat every fellow employee with that same level of excellence and care, then we want to talk to you!

At PCS Software, we value our amazing people-centric culture of builders and doers over any skill that someone can offer. This is an amazing place to work and we offer our team a creative, fun, educational, and challenging environment. We constantly focus on not only the customer’s journey and experience with PCS Software, but our individual journey as employees and the overall team experience as well.

Why Join PCS?

PCS Software, Inc. rewards your hard work with excellent 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 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

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.pcsoft.com.

No calls or agencies please.