



The [Atypical] Sales Account Executive

Job Description

Blue Fish is seeking atypical sales people. While you do not fit the stereotypical sales profile, you do have demonstrable prior success selling high priced solutions to Fortune 1000 executives in a resistant market. You must be willing to prospect constantly to a high level in the organization, be excellent at uncovering opportunities, and have strong qualification skills. As our ideal candidate, you are innately curious about your clients' problems and want to know everything you can about their situation. You know in your heart that you can help your prospect but do not presume to know the solution. You are a great listener, have a skeptical ear and can ask thought provoking questions. Experience selling software and related consulting services is helpful but most importantly you must have previous earnings of at least \$200,000 for multiple years running, with the majority stemming from new account acquisitions.

As a member of the Blue Fish sales team you will leverage your cold calling, networking and referral skills to build a pipeline of opportunities. Initially, you will dedicate most of your time and energy to prospecting and as your book of business grows, you will develop a routine of prospecting habits to ensure that you always have enough opportunities in your pipeline to walk away from business that is not a fit.

Once found, your primary mission is to qualify the opportunity. To do so, you will seek to completely understand the prospect's business problems and financial impacts, you will determine the budget and decision process, and you will work with the prospect's decision maker, key influencers and your Blue Fish practice leadership team to determine if there is a fit.

Once qualified, you will be the solution facilitator. You will orchestrate meetings with the prospect and your Blue Fish delivery team to define a solution that solves the specific problems uncovered by your efforts.

Blue Fish is not about selling deals at all costs. We want good business where we can be successful; and as a result our clients will be successful. Blue Fish's ten-year track record of success is largely due to a very talented delivery team and the fact that sales collaborates heavily with that team to set the clients' expectations. At Blue Fish you will have the luxury of knowing that the project will be delivered successfully after you sell it. We want our clients' experience with Blue Fish to be positive from the first time they meet us so we rigorously measure our client satisfaction levels; and you will have a significant impact on the results. We are interested in winning projects that add value to our clients, are profitable for Blue Fish, and comprise interesting challenges for our staff of highly talented people.

Responsibilities

This position reports to the Sales VP/COO and includes the following responsibilities:

- Prospect heavily and consistently to identify new opportunities in new accounts
- Vigorously qualify opportunities
- Manage and achieve quarterly and annual sales quotas
- Exemplify the Blue Fish sales communication system and process
- Manage partner sales relationships and joint sales activities
- Collaborate with other sales account managers and practice general managers within Blue Fish to create cross-practice project opportunities
- Collaborate with marketing to define and implement creative campaigns that result in targeted sales suspects and the growth of our opportunity pipeline
- Represent the company in business-level negotiations and work with Blue Fish sales management and the corporate counsel to win favorable terms
- Be committed to constant education and training (taking courses, reading white papers, web research, etc.) in order to continuously improve your sales skills and to keep pace with the changes in our industry

Qualifications

We have high expectations at Blue Fish. The successful candidate will 'raise the bar' in Blue Fish sales and will have the following qualifications:

- Previous earnings of at least \$200,000 for multiple years running, with the majority stemming from new account acquisitions
- Substantial direct sales experience, selling a combination of enterprise consulting services and/or software products
- Verifiable track record of sales accomplishments against quotas
- An ability to quickly build rapport, understand business problems, identify client pain, and bring the right Blue Fish resources to bear to solve the problem
- Outstanding communication skills
- Primarily a sales "hunter" but does not impress others as a stereotypical sales person
- Pleasant personality and communication style
- Ability to travel occasionally
- Must reside in Austin, TX

The Company

Blue Fish Development Group is a small, high-caliber team of software developers and consultants creating technology solutions for some of the most successful companies in the world. We are a flexible, results-oriented organization full of smart, energetic people with a passion for excellence. Our culture is open and fun, and we value an appreciation of life outside work. We are ruthless in our pursuit of client satisfaction. In 2007, Blue Fish was selected as one of the best places to work in Central Texas by the Austin Business Journal.

Blue Fish is located in fabulous Austin, Texas and serves Fortune 1000 clients nationwide.

How to Apply

Blue Fish offers an aggressive compensation plan commensurate with experience, along with profit sharing and full benefits. To apply, send your resume to careers@bluefishgroup.com.