



Sales Executive
Human Capital Management Solutions
Workflow, Case Management, Artificial Intelligence

Who We Are: Kim Technologies is an award winning early stage Software-as-a-Service provider of an enterprise Knowledge Management platform that leverages artificial intelligence capabilities. Our platform is applicable to a wide range of business functions, although our strongest initial traction has been within the in-house legal departments of large corporations. We are headquartered in Bridgewater, NJ with operations in the United Kingdom. Our website is www.ask.kim.

The Role: As part of our strategic plan we are focusing on several functional areas within our target client group where we believe our applications have a unique capability and competitive advantage. Human Resources is an area that we have begun to focus on and we are looking for a hands-on, proactive Sales Executive to join our New Jersey team. This is a great opportunity for the right individual to grow professionally with a young, leading edge software company. To be successful and have fun you need to be a self-starter who enjoys having different challenges every day and can operate as part of a small, high-caliber team in a fast-paced entrepreneurial environment.

Key Responsibilities:

- Direct sales of the Kim SaaS platform into the Human Resources function of Fortune 1000/Global 3000 organizations in the United States.
- Manage the entire sales life cycle, from lead generation (to supplement those generated by company marketing efforts), through need identification, demonstration, proposal and contract closing. Internal resources are available to assist with each of these phases, but the overall responsibility remains with you.
- Become a functional expert on the Kim platform and how it can be applied to solve a variety of business problems within the human resources functions of our clients and prospects.
- Work directly with Kim executive management to help refine our marketing programs, messaging and product roadmap to provide the best possible solution for our clients.
- Participate in trade shows and conferences as appropriate as a representative of Kim Technologies.

Requirements:

- Bachelor's Degree
- A minimum of 5 years of sales direct sales experience to the human resources and related functions in large corporations
- At least 3 of those years of experience must be selling application software, preferably in a Software-as-a-Service model
- Experience with Solution Selling concepts



- Excellent communication skills
- A proactive, positive mindset and the ability to handle ambiguity
- Experience with case management or workflow management systems would be a plus, but is not a requirement
- Much of our initial sales process can be handled remotely and through web meetings, so as compared to positions of similar scope, our overnight travel requirements are modest
- Although we have a flexible work environment and provide the ability for our staff to work from home as appropriate, given the current stage of the Kim business it is important to be able to readily make it to the office for various events. Therefore, while we will consider applicants from a variety of locations, preference will be given to those that are within fifty (50) miles of our U.S. headquarters in Bridgewater, NJ.

Please, no third-party agencies.