



AppWright provides Business Process Management software using a flexible delivery model that includes both cloud-based and traditional intra-net deployment methods. AppWright markets include business, government, non profits and educational institutions and it has developed a solid reference list of satisfied clients for the last 10 years.

At AppWright we believe the world is an ever more competitive environment. Organizations must strive for productivity enhancements wherever they may exist in the organization. There are great gains to be achieved through the use of software tools focused on business process and communication. We further believe that these productivity gains can impact the long term health of organizations that operate in increasingly competitive environments.

Appwright's cost effective BPM products have allowed organizations as small as 5 users up to thousands of users spread across many time zones to enhance their operational productivity.

Opportunity:

AppWright is seeking individuals to sell the AppWright products in various areas across the globe. These sales executive positions will provide a non capped financial opportunity.

AppWright is seeking individuals that are:

Entrepreneurial minded	Persistent
Independent thinkers	Seek financial independence
Self motivated	Client focused
Self directed	Process oriented
Hard working	

Duties and Responsibilities:

- Construct and implement sales plan for area being worked.
- Develop and manage sales pipeline.
- Understand client's needs and how AppWright product can meet those needs.
- Present the AppWright value message to client and how it can improve client's organization.
- Display effective closing skills in gaining new clients for AppWright products.
- Develop a strong relation with client based on value creation and trust.
- Clearly communicate to AppWright implementation team the correct departments or operations to begin the client/AppWright relationship.

Required Skills:

- Strong relationship building skills.
- Effective verbal and written communication skills.
- Ability to articulate the value proposition of AppWright's web based BPM solutions in presentations to prospective buyers and customers.
- Capable of understanding a prospects business processes and the critical business issues the prospect manages. Then propose solution concepts utilizing AppWright BPM software.
- Capacity to understand technical solutions.
- Capacity to construct sales proposals for client.
- Capacity to interact with client's senior executives.
- Strong closing skills.

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