

Technical Sales Representative

Job Description:

Foxit is remaking the way the world interacts with documents through advanced PDF technology and tools. We are a leading global software provider of fast, affordable, and secure PDF solutions that are used by millions of people worldwide. Winner of numerous awards, Foxit has customers in more than 200 countries and global operations. We have a complete product line and an exciting and aggressive development schedule.

A rewarding new Technical Sales Representative position has opened up at Foxit. Our proven PDF technology is disrupting the status quo establishment and has accelerated our company growth. We are proud to list as customers Google, Amazon, and NASDAQ, and with your skills and help, we plan to add many more.

The key purpose of this role is to provide comprehensive technical and sales information to potential customers. The successful candidate will have excellent troubleshooting and written communication skills, and a solid technical background. Potential customers come to us with a wide range of backgrounds, so your ability to discuss technical concepts with business and technical users is crucial to our success.

What we are looking for:

- BA/BS or equivalent
- 3-5 years' experience in a B2B software solution sales function of a technical product
- Technical sales experience
- Lead management experience, including prioritization, objection-handling, and CRM experience
- Ability to qualify leads, recognize high-value sales opportunities, and assist with completion of the deal
- Collaboration with the technical team to deliver solutions for customers
- Familiarity with PDF and experience with PDF SDK technology is preferable
- Competence with programming languages such as Delphi, C++, C#, etc.
- Knowledge of frameworks and libraries such as ActiveX, DLL, .NET, LIB, Dylib, etc.
- Deep knowledge of Windows and Mac platforms and software

- Excellent communication skills, both verbal and written
- Detail-orientation, with strong attention to tactical execution and follow-through; self-motivated with a high degree of initiative and drive
- Excellent problem-solving skills and critical-thinking abilities
- Experience with Salesforce.com or similar CRM system

Company description:

Foxit Software is a leading software provider of fast, affordable, and secure PDF desktop, mobile, and cloud solutions. Businesses and consumers increase productivity by using Foxit's cost-effective solutions to securely work with PDF documents and forms. Winner of numerous awards, Foxit boasts over 300 million users and has sold to over 100,000 customers located in over 200 countries. We have grown significantly over the past few years and we are looking for dynamic and ambitious salespeople to help us evangelize and sell Foxit's PDF solutions. Your career path is well defined and your income potential is uncapped.

Compensation:

This position offers competitive fix salary compensation and attractive variable income and full benefits.

In case of any questions, please contact Susana De Abrew. Please send your application to

Susana_deabrew@foxitsoftware.com