



JOB DESCRIPTION

Senior Sales Representative

Drive sales of Cayuse's unique set of web-based research administration software and services. Play a leading role in the Cayuse sales effort, with the potential for assuming sales management responsibilities in the future.

Responsibilities

- Initiate and conduct business dialog with decision makers at target accounts, (primarily research universities and private research organizations) with the goal of selling Cayuse solutions.
- Conduct detailed analysis of customer needs and develop scope documents that define the products and services to meet those needs, spanning a range of functional requirements in Pre-award, Post-Award, IRB, IACUC, and other areas of research administration.
- Work closely with the Customer Support team to specify and price solutions. Prepare Statement of Work / Scope documentation that represent Cayuse's proposal and commitment to the customer, and which the Implementation team uses as the basis for project planning. Contribute to RFP responses.
- Negotiate customer contracts, professional services commitments and software licenses.
- Demonstrate the product, give presentations, and act as one of the key public-facing representatives of Cayuse.
- Maintain contact with existing accounts; participate in industry events with the goal of advancing industry knowledge within Cayuse and promoting the Cayuse solution.
- Master the company messaging; work with the sales and marketing team to refine messaging in response to sales feedback.
- Prepare and submit sales reports; maintain the company CRM accurately and promptly. Develop quarterly and annual forecasts.
- Work with minimum personal supervision.

Professional Experience & Skills

- 5+ years experience selling complex software solutions to business, academic or government entities. Higher education experience preferred.
- Experience developing and delivering live sales presentations and demonstrations.
- Outstanding verbal and written communication skills.
- Proficiency with MS Windows PC computers, including the use of standard office software applications such as Microsoft Word and Adobe Acrobat.
- Experience with Salesforce.com or comparable CRM tools required.

Education

- Required: Bachelors degree from an accredited educational institution.
- Extra-curricular formalized sales training desired.

Environment

Cayuse, Inc. is a web-based software company in Beaverton, Oregon, just outside Portland. We have an informal, energetic and invigorating culture built around assembling smart people and letting each person focus on what they do best. Our core product is an enterprise software

system utilized by research organizations to manage and administer the many activities surrounding sponsored research. We are planning for strong growth in our customer base, revenue, and product mix, while working diligently to keep all our customers delighted. This all adds up to Cayuse being a great place to grow and work!

Other Information

- Full-time, on-site, salaried position, with generous medical, dental, and vision benefits as well as paid vacation.
- Up to 50% travel (US) will be required.

Contact

Please forward your resume, salary expectations and other pertinent information to:

Name: Mark Ace
Title: VP Business Development
Email: mace@cayuse.com