



Senior Outside Sales Representative

Weather Source seeks a talented Senior Outside Sales Executive with a consistent track record of successful outbound sales of SaaS products, technology solutions, and data products with a passion for exceeding goals and quotas.

The successful applicant will possess a reputation for competence, professionalism, integrity, and a passion for winning. The ideal candidate will also offer a strong understanding of technology, SaaS sales, cloud infrastructure, data, and analytics.

As a key member of the sales team, you will work closely with our Vice President of Sales on sales, marketing, strategy, and execution.

Core Responsibilities:

- Sell into companies of all sizes, including Fortune 50, 500, and 2000 companies across a variety of verticals, with a strong focus on enterprise-size customers.
- Strong experience in cold calling, prospecting, account mapping, and long-term relationship building.
- Manage complete and complex sales cycles, often presenting the value of our products to C- and D-level executives.
- Be directly responsible for research, prospecting, and initial cold calls to prospects; tailor personalized approaches to prospects.
- Define and execute strong prospecting campaigns in line with sales objectives.
- Generate well qualified leads and opportunities.
- Become a trusted advisor to our customers while challenging their existing thinking.
- Conduct presentations, webinars, and product demonstrations, coordinating the terms of the sale as well as coordinating product or service delivery.
- Act as an ambassador and representative for Weather Source and portray our company in the best possible light.
- Stay abreast of competition, the industry as a whole, competitive issues, and products.
- Use Salesforce to manage customer interactions, sales process, and reporting as well as to forecast sales activity and revenue achievement.
- Actively evangelize our products via trade shows, webinars, networking events, in-market events, and account specific initiatives.
- Actively participate in team-building and company-growth activities.
- Actively participate in strategy setting, sales training, and marketing efforts, including drafting content and customer care (we have a customer-first model).
- Meet or exceed your annual revenue and other goals.



Required Skills and Experience:

- Minimum of 3 years of experience in outbound sales selling SaaS products, technology solutions, and data products.
- Understanding of customer requirements and processes for selling SaaS products, technology solutions, and data products.
- Excellent persuasive communication, presentation, problem-solving, and time management skills.
- Able to lead deals from prospecting and pipeline development to closing (the entire sales cycle).
- Experience managing and closing complex sales-cycles; demonstrated ownership of all aspects of territory management.
- Exceptional intellect, drive, and dynamism.
- Genuine interest in technology.
- Positive, winning mentality; willingness to go above and beyond.
- Track record of over-achieving quota (top 10-20% of the company) in past positions.
- Limited travel is required.
- Valid driver's license is required.

Compensation: Base salary commensurate with experience paired with a generous commission structure.

Workplace Location: This position is ideally located at our Salem, N.H., headquarters but remote work may be considered for the right candidate.

Weather Source is an equal opportunity/affirmative action employer that evaluates qualified applicants without regard to age, ancestry, color, religious creed, disability, marital status, medical condition, genetic information, military or veteran status, national origin, race, sex, gender, gender identity, gender expression, sexual orientation, or any other protected factor.

Please submit your resume along with a cover letter that includes salary requirements to careers@weathersource.com.