

Work for IBM... If you know of anyone that is interested in working for IBM? Job opportunity

Job postings---Must hear back and post resume by June 15th!!!

Please let me know if you have any friends or family that would like to work for IBM!!!

What Jobs are Eligible: Coverage Speciality Sales Reps, Specialty Software Sales Reps, Technical Sales, Tiger Team & Partner Facing roles. All require:

At least 3-5 years of enterprise software sales and/or pre sales experience, consultative selling and an in-depth knowledge of an industry, understanding of competitive technologies and their place in the market, executive level selling. Outstanding ability to understand business problems and articulate a corresponding solution based on IBM software. Prior experience working for one of our competitors a significant plus (Oracle, Accenture, SAP, SAS, Teradata, Borland, HP/Mercury, Pega, etc.)

Responsibilities include managing an open territory to drive new sales and expand existing business, providing sales or technical sales leadership and helping move sales opportunities to closure through demos, POCs, contribution to RFI/RFP, participation in marketing events, etc (b) providing skills transfer (c) developing and delivering intellectual capital (i.e. PoTs, Demos,etc) and (d) providing input in product and sales strategy. Readiness to travel at least 25%, Bachelors degree.

Please e-mail Karen Pavlinac at [pavlinac@us.ibm.com](mailto:pavlinac@us.ibm.com) if interested.