



7926 JONES BRANCH DR SUITE 210 MCLEAN VA 22102 / P 571.830.1300 / F 571-830-1301 / CENTRIFUGESYSTEMS.COM

Centrifuge Systems, Inc. – Inside Software Sales Associate

Centrifuge Systems, Inc., a leading provider of next generation business intelligence software, seeks an Inside Sales Associate to join its rapidly growing team in its McLean, VA office.

Centrifuge's groundbreaking approach, called Interactive Analytics (IA), brings together three modern innovations in analysis: Interactive Data Visualization, Unified Data Views, and Collaborative Analysis. Through the convenience of a browser, Centrifuge users can connect to data, explore it, and collaborate with others.

Born out of the US Intelligence Community, Interactive Analytics is being applied to national security problem domains such as homeland defense and cyber crime, as well as commercial markets including financial services, healthcare, telecommunications, manufacturing and more. Centrifuge helps organizations of every kind understand and reveal key non-obvious relationships in their data.

Position Overview: The Inside Sales Associate will be responsible for selling Centrifuge software directly to commercial (non-government) accounts. As needed, the Inside Sales Associate will be asked to drive select government opportunities and/or to work collaboratively with partners to close deals. The ideal candidate is a seasoned sales 'hunter' who is comfortable with technology and a startup setting.

Job responsibilities include but are not limited to:

- Follow up on and qualify inbound leads generated through web-based and other marketing activities
- Work closely with other colleagues to perform phone- and email-based outreach to targets
- Own, manage and drive direct sales opportunities, from lead qualification through deal closure
- Engage with prospects primarily through phone- and web-based meetings
- Deliver initial, high-level Centrifuge business presentations and product demonstrations to build value for the Centrifuge approach
- Work closely with Sales Engineering to understand and address prospects' requirements
- Build pipeline through prospecting activity to supplement Marketing Department lead generation efforts
- Work with partners on account-specific deal activity
- Maintain pipeline information in Salesforce.com CRM/SFA system

Qualifications:

- Two or more years of experience selling business intelligence and/or business analytics on premise to commercial organizations via phone and web
- Track record of success in a high volume and velocity sales environment
- Superb communication and presentation skills. Comfortable delivering product demonstrations
- Trained and experienced in value-based selling approach
- Experience engaging both business and technical audiences
- Experience in an early-stage (start-up) environment

Preferred:

- US Citizenship



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- BS/BA degree
- Experience using Salesforce.com

Please send qualified resumes to careers@centrifugesystems.com.

Centrifuge is an Equal Opportunity Employer