



SALES REPRESENTATIVE –Courts

COMPANY OVERVIEW:

CMI is an established software developer providing comprehensive software solutions to the government market for over twenty years. We have developed a wide range of applications including accounting, payroll, fixed assets, tax, utility billing, police, and court, to serve our government clients.

POSITION OVERVIEW:

Market opportunity has created an opening in the CMI Sales/Marketing Department in the courts segment.

The main duties of the position include.

- Identifying qualified prospects for CMI products and services.
- Establishing customer needs through solution and consultative selling techniques including analysis of existing procedures, staff size, annual budget and other operational considerations.
- Prepare and present sales presentations, proposals, bid responses and work with system experts to conduct demonstrations highlighting the positive features and benefits of the CMI system to the customer's specific needs. Responsible for the complete order process through proper follow-up with prospects, following standard company policies and approval procedures.
- This position requires car travel within Ohio and surrounding states.

QUALIFICATIONS & REQUIREMENTS:

The ideal candidate should have:

- College Education is preferred not required
- 2 Years practical sales experience in solutions in the government sector
- Professional appearance and communication skills
- Experience in a team selling environment
- Effective verbal and written communication skills
- Self motivated
- Experienced presentation skills

The following would also be valued:

- Familiarity with local government.
- Previous experience in working with/for local governments
- Experience in solution selling in IT
- Knowledge of the justice system

BENEFITS:

We recognize people as our most valuable asset. Our competitive salary and benefits package includes 401K with company match, medical insurance, dental insurance, vision care plan, disability benefits, prescription drug coverage, pre-tax accounts for health care, life insurance, tuition reimbursement, paid time off for vacation, personal time, and holidays.

OTHER:

Only resumes with salary requirements will be considered.

Reference Job Code : [MR/Sales](#)

Email: chestnutb@civicacmi.com

*CMI, a Civica PLC company, is an Equal Opportunity Employer. Local applicants encouraged to apply. Relocation costs not covered by employer.