



## Independent Sales Representatives

**Company Profile:** Innovative Systems, Inc. (ISI) develops and delivers enterprise customer information solutions to organizations whose success depends on a complete and accurate understanding of their customers. ISI is committed to continued growth as the leader in providing enterprise data quality, data enrichment, customer information process management and customer network business solutions to Fortune 1000 organizations worldwide. To achieve that goal, we are looking for talented, energetic individuals who want to provide unique, leading-edge solutions in the context of a professional, action-oriented environment.

**Location:** The position can be based at any location in the U.S.

**Qualifications:** The ideal candidate is a creative, independent, hands-on individual with the ability to conceive enterprise CRM, data quality and business intelligence solutions for our customers and prospects.

**We are interested in speaking with sales people who want to work with us as independent sales representatives.**

**Job Description:** This position is responsible for generating revenue by executing and maintaining all phases of the sales process, which include:

1. Developing territory plans, prospecting, conducting customer and prospect visits and web meetings, following up on leads, developing new business opportunities and closing sales within a specific territory or market
2. Maintaining an activity level that supports a strong pipeline
3. Communicating to management on activities in the field
4. Functioning independently and as a member of the Data Quality Business Team
5. Consistently generating revenue and attaining quarterly sales quota for ISI's Data Quality business line, including software licenses, hosted services and consulting engagements

**If you have a successful track record in enterprise software sales in the data quality and/or business intelligence space** and want to be part of a great team, please send your resume and your desired position to [careers@innovativesystems.com](mailto:careers@innovativesystems.com).

**Benefits:** Medical/Dental Insurance, 401(k) plan, Life Insurance, STD/LTD