

Company Background

Versatile (formerly known as Versatile Natures) is a Construction Tech Company that has pioneered a new, non-intrusive way to capture Jobsite performance data. Our vision is to connect all fragmented pieces of the construction process to a single source of productivity and precision. We transform construction professionals into superheroes and construction into a truly controllable manufacturing process.

Sales Representative – US CENTRAL

States in Territory: OH, IN, IL, MO, MI, WI, IA, MN

Versatile is seeking a Sales Representative to build upon our initial growth and rapidly increase sales of the CraneView solution in the required region. Versatile Sales Representatives are self-starters that enjoy introducing new technologies to the construction industry, possess strong sales acumen, with a focus on consultative sales. They have an understanding of the construction industry, previous experience working in an early-stage technology firm, and a strong focus on ensuring client's see value before making an investment. This is an opportunity to get in at the ground level, become a part of something big, and position yourself early on as a future leader of a company that is working hand in hand with our clients to transform an industry.

Role Description

As a Sales Representative, you will be responsible for building Versatile's brand awareness and growing market share in the territory. You will build upon our existing successes in the USA and rapidly expand our presence through networking, trade shows, product demonstrations, cold calls, and leveraging industry contacts. You will focus on business development activities to win new logo accounts, and maintain strong relationships with these clients to ensure recurring revenue by generating and closing expansion opportunities. You will also work closely with the Customer Success team to ensure ongoing customer support and satisfaction.

What you will be doing:

- Expand sales of the CraneView solution in territory through partnering with top 100 ENR contractors, sub-contractors, owners and other prospective clients
- Manage the entire sales process from lead generation through to client contract sign-off for handover to Customer Success teams for implementation
- Log daily activities, sales calls, leads, prospects, proposals, and other pertinent customer information into CRM
- Hunt for own leads and conduct prospecting activities to create new opportunities on a daily basis
- Collaborate with peers in Customer Success team in preparation for client meetings to win new business
- Conduct sales presentations and demonstration of the solution to prospective clients
- Create and deliver accurate and timely proposals and contracts to clients
- Negotiate and close business in territory
- Regularly engage with clients post sale to ensure successful implementation, ensure ROI has been realized, and actively promote expansion of the solution to maximize revenue opportunities across the client's enterprise
- Present accurate view of territory forecast / opportunity pipeline to management
- Keep up to date on latest news in territory, educate yourself on industry processes, and participate in local networks to build your business
- Represent Versatile at industry events
- Exceed annual quota between \$1.5m - \$2m ARR USD

Requirements

- Personable, with strong communication, presentation, selling, and negotiation skills
- Ability to quickly integrate into a fun, fast-paced, high-growth culture
- Experience working in early-stage SaaS companies (start-ups)
- Experience selling into the construction industry with an extensive list of potential contacts
- Proven success building a territory from the ground up
- Experienced in consultative selling techniques
- Comfortable working with Google Drive, Gmail, and MS Office applications
- Self-starter with a track record of sales over-achievement (previous quota min \$1m ARR)
- Bachelor's degree from an accredited college or university
- 5+ years of Sales Experience
- Ability to travel across the USA

Benefits

- A chance to be a part of a growing, successful company that is making a difference
- Compensation composed of a competitive base salary and commission plan
- Unlimited Paid Time Off
- 10 Company paid holidays
- Excellent medical, vision and dental plans
- Company paid Life and AD&D