



Listing Info

Quadralay® Corporation

Quadralay Corporation, based in Austin, Texas, builds software and creates solutions for a variety of content publishing and web based applications. The company was incorporated in 1992 and eventually went on to graduate from the University of Texas' prestigious Technology Incubator (ATI) program in 1996. Since its founding the company has been a premier player in developing solutions for the Internet and related web application programs.

The Company has prospered since its beginning and now provides services and products to thousands of customers in over thirty five countries worldwide. It has also partnered with numerous companies to collectively provide solutions to complex publishing and information deployment challenges.

WebWorks®

WebWorks is the brand under which Quadralay markets its products and services; the company utilizes the registered name WebWorks as its corporate URL (www.webworks.com).

The company's WebWorks line of products and services enables the automated delivery of online content into multiple formats, languages, and devices, including the packaging and delivery of content into its own exclusive web applications. These applications are designed for providing online help using only standard web technologies that function with numerous web browsing devices. WebWorks solutions are used by over 2,000 corporate customers in 6,000 locations across 35 countries.

Currently, WebWorks is looking to fill **Entry Level Sales** position of **Account Manager**. This position would be responsible for growing current member accounts and well as developing new accounts.

We are conducting immediate interviews for candidates. We are looking for driven individuals that want an opportunity to grow a company and influence an industry. This job involves one to one sales based interaction with new and existing customers. We offer base salary plus commission as compensation. Candidates can have some sales experience, but we will provide training in a professional environment designed to give you the best chance at success. The perfect candidate should be willing to learn, can articulate a message well through written and verbal communications, and able to fit in both leadership and member positions in a team environment. The job will include about 20 percent travel time out of the office. For more information, read the specifications below, or email questions and résumés to careers@webworks.com.

What WebWorks is looking for:

- Self-Motivated and Responsible
- Professional
- Integrity
- Great Work Ethic
- Leadership Skills
- Success Driven
- Entrepreneurial
- Desire to Develop Professional Sales Skill
- Great Communication Skills (Verbal & Written)
- Building & Maintaining Relationships with our Fortune 500 Partners



Job Responsibilities:

- Handling inbound sales calls, customer service, and initiating outbound sales calls to exceed assigned activity/revenue targets.
- Developing and expanding an existing customer base and client relationships.
- Identifying opportunities and developing these prospects.
- Maintaining and updating Salesforce, including data entry, follow-up, and lead tracking.
- Maintaining a comprehensive and up-to-date knowledge of company's products, customer's applications, and competitive product difference.
- Traveling to trade shows and to promote relationships with current and prospective customers.

What we are offering:

- ENTRY LEVEL Career Opportunities in Sales
- Health and Dental Benefits
- 401K plan
- Paid Vacation
- A Professional and Cultivating Work Environment
- Community Involvement
- Event Planning
- Time Management Development
- FULL TIME position with PAID TRAINING!

Qualified candidates must possess:

- Excellent interpersonal and communication skills
- High level of professionalism and integrity
- 4-year degree preferred, but not required
- 1-2 years of customer service experience
- A great ability to be solution oriented and think critically