

# Independent Representative Corporate Software

Corporate Communication Software Sales Rep (Outside),

Geographical regions: USA, Europe and Asia

Job Title: Independent Sales Representative

Contract terms: based on MANA contact terms

Pay Rate: Commission (no cap)

Start Date: Immediately

## Description

Lucrative high margin contract (MANA terms) for experienced corporate software sales rep.

Our Independent Corporate Software Sales Representatives enjoys the freedom of working from their home (office). As an Independent Corporate Software Sales Representative, you are responsible for generating new business for Netpresenter within your specified geographic regions. Candidates would utilize their existing corporate sales experience in prospecting for business, following up with customers, and frequently communicating with Netpresenter.

Working as an Independent Corporate Software Sales Representative for Netpresenter provides an opportunity to work on exciting, large-scale projects with major international brands. Netpresenter provides software that our Representatives can be proud to promote and stand behind. The large ticket price and generous commission structure provides incentive for generating a strong revenue stream.

## Requirements

- Minimum 2 years corporate sales experience.
- Eager to sell, driven, and highly self-motivated.

- Background in sales within the technology market preferably in software sales.
- Effective verbal and written communication skills.
- Ability to generate and qualify new leads.
- Willing to travel for onsite visits to qualified prospects.
- Owning a notebook computer for demo presentations.
- Good Window PC skills. Rudimentary knowledge of corporate networks.

#### Benefits

The Netpresenter independent sales representative enjoys the following benefits:

- Sizeable sales commissions against large-ticket sales with no cap.
- Pre-sales software support and artwork services at no charge.
- Brochures, sales literature and trial CDs are available at no charge.
- Non-exclusive, and thus can be full time or part-time.
- Can offer Netpresenter exclusively, or work Netpresenter into a broader spectrum of services.

#### Sales Commission

\$10,001-\$50,000  
Generous commission

\$50,001 or more  
Generous commission

Your commission percentage is cumulative and will depend on the total sales you've generated.

Checks are mailed out monthly for commissions earned the previous 4 weeks.

A typical Netpresenter sale is between \$ 15,000- \$ 50,000 with sometimes a sale of \$ 100,000 or more. With an average lead-time between 2-6 months. Payment is on commission base only, with no cap. No base salary is provided.

## About Netpresenter

Netpresenter is a proud member of MANA, the Manufacturers' Agent National Association.

Netpresenter is the leading software developer of internal newscast and emergency alert software. Its products help to pro-actively inform staff, improving internal- and employee- communications, while strengthening the use and acceptance of existing web portals.

Its core product, the Netpresenter News casting Suite, enables enterprises to actively create and disclose multimedia content via existing web portals and a variety of Netpresenter players such as a Screensaver-, Emergency Alert-, Kiosk- and TV/Plasma player.

Among it's many global corporate customers are Volkswagen, Ford, Pratt & Whitney, Philip Morris Holland BV, Sony, Unilever, Eastman, NATO, US Navy, Nokia and the London Metropolitan Police.

Privately held Netpresenter was founded in 1996 and currently has offices in New York, London, Aachen (Germany) and Maastricht (The Netherlands).

For more information, please contact the Netpresenter Rep program manager

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To apply for Independent Representative, please send your resume to Netpresenter Hiring Please inform us if you are already an independent representative and if so which other product lines you are currently carrying.