



2103 CityWest Place Blvd,
Building 4, Suite 700
Houston, Texas 77042
(281) 419-9500 Phone
(281) 419-9508 Fax

Account Executive – Inside Sales

Company Background

PCS Software, Inc. is an AI platform for the transportation logistics marketplace providing the trucking industry's most effective transportation management platform (TMP) to improve fleet management and delivery systems and increase profits for our customers. Through innovation and invention, our software individualizes work routines, consolidates workflows, and streamlines management controls to improve accountability, transparency, and eliminate costly and redundant manual processes.

Trucking companies and freight brokers trust PCS to optimize their dispatch, accounting, and fleet operations. TL, LTL, Intermodal, and freight brokerage services use our TMP to automate operations, easily access information, and reduce inefficiencies to maximize sales and revenue. Founded in 1997 and located in Houston, Texas, PCS Software is the leading developer of hosted software solutions designed specifically for the ground transportation industry.

Job Description: Account Executive - Inside Sales

Are you a recent college graduate looking to get your foot in the door for B2B (business-to-business) sales? Perhaps you have some inside or field sales experience and are looking to further your career in the growing industry of transportation management and logistics platform solutions? If you thrive in a high-energy, team-oriented environment and are not afraid to roll up your sleeves and hustle, then PCS Software, Inc. is the place for you!

PCS Software, Inc. is looking to expand our growing team of inside sales and business development professionals and offer continuous training and coaching to prime you for advancement opportunities that will allow you to build a lucrative and fulfilling career selling to the transportation and logistics industry.

As an Inside Sales Executive, you will be responsible for building our client base and procuring new business through contacting new prospects, closing multi-year PaaS licensing agreements, up-selling existing accounts with new features and service level agreements or additional licenses, and making customer retention plays. This requires strong product knowledge, excellent written and verbal communication skills, critical thinking and problem solving skills, as well as consistent follow-through and solid organizational skills in order to provide best-in-class service to our transportation and logistics customers.

You will learn all about PCS Software, Inc., complete team building activities with other new hires, develop sales skills and techniques and get started on the phones with the help of our experienced Inside Sales Team. From there, you will join a sales team where you will receive continuous coaching and feedback from your Inside Sales Director.

Responsibilities:

Your time will be spent connecting with business owners and finding solutions for their complex transportation management platform challenges.

- You will prospect leads, identify decision makers, and establish relationships with key players to generate interest and close accounts.
- You will manage customer accounts during their introductory period to ensure a top-of-class experience.
- You will actively track and manage a pipeline of leads in Salesforce.com and manage customer interactions.
- You will be held accountable to meeting or exceeding daily, weekly, and monthly quotas in a very competitive environment that offers fun, excitement, and challenges with opportunities for extreme

financial rewards and even a President's Club annual trip and awards ceremony for AE's that exceed 125% of their annual sales quota.

- You will complete the full sales cycle monthly filled with potential prospects; initial and constant follow-up calls, negotiate and close sales agreements, and follow the PCS Software, inc. pre-sales and implementation process.

This Job Might Be for You If...

If a competitive base salary is not enough for you and you are a self-starter that wants unlimited commission potential.

- You are confident, professional, extremely competitive, and are invigorated by challenges.
- You are passionate about everything you do, and nothing holds you back.
- You are curious and knowledge hungry- always interested in learning and developing yourself and your career.
- You are process oriented, organized, and pay close attention to details.
- You seek constant career development and growth opportunities with upward mobility.
- You possess exemplary time management skills and remain composed when balancing competing priorities.
- You have 2+ years of previous business development, inside sales, retails sales, or customer service experience (preferred)
- You have experience with Salesforce or other CRM's
- You have experience with MS Office Suite

Education

Bachelor's Degree

Primary Work Location: 2103 Citywest Blvd, Houston, TX 77042 (This is not a remote role.)

Start Date: Immediately

Type: Full-time employment

PCS Core Values:

- **Initiative** – You take initiative as an owner and do not wait for direction to act.
- **Accountability** – You own all the actions and results associated with your job, including the by-product of your work at PCS.
- **Can-Do Attitude** – You believe in yourself and always demonstrate an achievable attitude.
- **Positive and Motivated** – You continuously radiate positive energy and raise the level of performance of those around you by keeping yourself and others positively motivated towards your daily, weekly, monthly, and yearly goals.
- **Say-Do Ratio** – Do what you say and say what you do. You constantly deliver results that match the words you speak. You then keep your promises to deliver on time or keep your peers and management updated to avert a crisis.
- **Integrity** – You are consistent and uncompromising in your strong personal and company values as well as ethical and business morals.
- **Honesty** – You are always truthful and transparent in your actions during the difficult times, not just the good times.

Why Join PCS?

PCS Software, Inc. is the perfect combination of a fun work environment that rewards your hard work with amazing opportunities for career growth and personal development. If you want to be the newest member of a vibrant group of energized technology leaders in an innovative and entrepreneurial environment, then apply online today to start building solutions that customers will love to use and join a company that truly rewards your hard work and values your talented contributions. If you would like to compete for this highly sought-after position, please submit your resume to employment@pcssoft.com.

PCS Software, Inc. is also considered one of the best places to work because of our competitive compensation plans, comprehensive benefits plan with 100% company paid medical, dental, and vision premiums for you and your dependents, 401k with a 4% match, generous PTO package, a truly creative

and fun working environment, complementary food/beverages in the office, paid training and development opportunities, paid gym/fitness facility membership, employee recognition programs, and amazing opportunities for career growth and personal development.

Work Authorization

No calls or agencies please. PCS Software, Inc. will only employ those who are legally authorized to work in the United States. This is not a position for which sponsorship will be provided. Individuals with temporary visas such as E, F-1, H-1, H-2, L, B, J, or TN or who need sponsorship for work authorization now or in the future, are not eligible for hire.

This job description provides many examples of the types of responsibilities required but is in not intended to be a comprehensive list. The incumbent will complete other job responsibilities as needed which are not specifically described in this document.

PCS Software, Inc. is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability, or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment. We thank all respondents for their interest in PCS Software, Inc. However, only those selected for an interview will be contacted.