

Starburst Regional Sales Managers are top closers

The Regional Sales Manager at Starburst is a quota carrying software sales position responsible for meeting and exceeding goals through generating and closing new opportunities while increasing awareness of Starburst and Presto in the marketplace. We are looking for a motivated, focused and high-impact sales professional with experience across the full spectrum of the software sales cycle – prospecting, defining and articulating value proposition, demonstrations, pilot process management, business case development, negotiation, closing.

Responsibilities

- Drive new account opportunities for sales of Starburst software and services engagements within assigned territory
- Develop and implement a sales strategy against assigned territory and/or targeted list of prospects
- Develop a deep understanding of, and effectively articulate, the Starburst offering and value proposition
- Manage opportunities through the sales cycle from initial inquiry to forecasted pipeline to deal design and close
- Meet quarterly and annual revenue objectives for your territory
- Provide continuous updates on all active accounts and report on sales, activities, status and progress on a regular basis
- Maintain a high level of customer satisfaction and reference-ability
- Travel for client visits and presentations

Requirements

- 8+ years of progressive software sales experience to Fortune 1000 companies
- Track record of success in closing large software deals and carrying annual quotas of \$2+ million
- Experience in, and base technical understanding of, data analytics software, business intelligence software, database/data warehousing platforms strongly preferred
- Excellent negotiation, analytical, financial and organizational capabilities
- Able to thrive in an evolving, entrepreneurial structure and environment
- Outstanding verbal and written communication skills
- Ability to work at both a tactical and strategic level
- Must possess a can-do, self-starter mentality in a highly collaborative atmosphere

Location

This position is located in SF / Bay Area

About Starburst

Starburst gives analysts the freedom to work with diverse data sets wherever the data lives, without compromising on performance. Using the open source Presto SQL engine, the Starburst Distribution of Presto provides fast, interactive query performance across a wide variety of data sources including HDFS, Amazon S3, MySQL, SQL Server, PostgreSQL, Cassandra, MongoDB, Kafka, and Teradata, among others. Founded by the largest team of Presto committers outside of Facebook, Starburst is the only company providing enterprise support for the Presto project. Candidates should relish the opportunity to shape a cutting-edge technology while working in the fun, collaborative environment of a fast-paced startup.