

Sales Associate

If you are looking for an exciting opportunity to work for a leader in SaaS software in the childcare software space, Minute Menu wants to hear from you. We are always looking for talented individuals committed to innovation, creative thinking, quality, and customer satisfaction to join our organization.

We are looking for a Sales Associate to follow up on leads and sell our software to a variety of clients inside the childcare space. Your role will be to seek new business opportunities by contacting and developing relationships with potential and existing customers. The Sales Associate will report to the Director of Sales.

To be successful in this role, you should be resourceful, scrappy, and an out-of-the-box creative problem solver. Our ideal candidate has experience in the CACFP or childcare space. You will use your communication skills to cultivate strong relationships with customers, from first contact until you close the deal. You will also ensure proper after-sales service. If you are motivated and results-driven, and enjoy working in a team environment, we'd like to meet you. This position will encompass inbound lead qualification, outbound sales prospecting, up-selling to current customers, and closing new accounts.

Ultimately, you will boost sales and contribute to our long-term business growth.

Responsibilities

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options
- Sells products by establishing contact and developing relationships with prospects; recommending solutions
- Build rapport with potential customers to identify specific needs that align with our software solutions
- Conduct product demonstrations using company web technologies
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Meet or exceed all monthly defined targets as established with the Director of Sales. Metrics include but are not limited to lead generation and deals closed.
- Handle each customer interaction with courtesy and respect to guarantee exceptional service while supporting company values and policies
- Follow the latest industry developments in the CACFP and Child Care Management space
- Other duties may be assigned by Director of Sales and executive management

Qualifications

- BA or BS degree from an accredited college or university
- Experience with the CACFP or childcare strongly preferred
- Experience selling B to SB required
- Experience selling to non-profits required
- Excellent written and verbal communication skills

- Excellent organizational skills with emphasis on priorities and goal setting
- Strong proficiency in Microsoft Word, Excel, PowerPoint and a CRM system such as Salesforce or Zoho
- Self-motivated, resourceful, coachable with a genuine willingness to learn, and able to work largely independently
- Ability to build relationships quickly; a people person who is mission driven
- Maintains high level of energy and enthusiasm over extended periods of time
- Must be comfortable and savvy with technology and have the ability to teach complex systems to clients of all technical backgrounds

About Minute Menu

We're a small company, with a big heart and an even bigger brain—all thanks to the great people who work here.

Minute Menu Systems makes web-based software that helps kids get healthy meals in childcare and help child care professionals run their businesses. There are a ton of details about Federal entitlement programs and regulations that you'll learn eventually, but the real reason we make software is to help people—non-profits working to ensure good nutrition for our nation's needy children, child care centers and home child care providers working to care for our kids while we work, and parents who need easy ways to find, keep up with, and pay their child care providers.

We're looking for people that are smart, genuine, ready to learn, and a little different from the crowd. If Minute Menu made bumper stickers, ours would say: "If you're closest to the broom, be ready to sweep" and "If you have a great idea, be ready to lead the team to implementation."

Minute Menu is located in Richardson, TX. The company is profitable, stable, and growing. Customer loyalty is a hallmark of our business which is illustrated by our 90%+ customer retention. We are committed to delivering the best child care food program management software to our customers.