

[HipLink® Software](#) has its corporate headquarters in Los Gatos, California and is a premier provider of Mission Critical Communication Solutions that primarily serves the Healthcare, Information Technology, Public Safety, and Business Continuity markets. The company is dynamic, profitable, and has a long history of innovation in the industry. HipLink has grown to serve hundreds of customers across all industries meeting the needs for IT service alerting, mobile healthcare and mass notification. Customers include Wells Fargo, Unisys, Kaiser Permanente, Honeywell, Hewlett Packard, St. John Medical Center Verizon, Government of Alberta Canada, Westchester County, Toronto Police Department and Lockheed Martin.

We are looking for a candidate that is eager to be part of a talented sales group in a dynamic environment with a proven history of excellence. If you would like to join a team that has proven Mobility Products leveraged by the credibility of an AT&T partnership and an existing Fortune 1000 customer base, then HipLink is your team.

If you can build relationships, communicate a value proposition and know solution selling, we are looking for you and offer an attractive compensation package.

#### PRIMARY RESPONSIBILITIES

- Lead Generation including cold calling and attending trade shows
- Qualify incoming leads, and growing existing accounts
- Conduct product demonstrations through web conferencing
- Build a pipeline and achieve your sales quota

#### SKILLS & TECHNICAL REQUIREMENTS

- Proven track record of achieving aggressive targets or quotas
- Motivated, self-starter with solid account qualification skills
- Excellent interpersonal ability

#### DESIRED QUALIFICATIONS

- 5 Years minimum experience in Enterprise Software Sales
- Exceptional verbal and written communications skills
- Experience at C-Level Selling
- BA/BS or equivalent experience
- Effective working remotely from a home office

#### GENEROUS COMPENSATION PACKAGE --UNLIMITED EARNING POTENTIAL

- Aggressive (Uncapped) Commission Plan with Accelerators
- Attractive Base Salary (Negotiable based on experience)
- Overall Total Earnings @\$1.5M in Sales Would Exceed \$200,000
- Stock Options
- Medical, Dental, and Vision Benefits
- Vacation, Holidays and Sick Benefits
- Employee 401K Plan & Section 125 Benefits