

OpusXenta is a world leader in software solutions for the death care industry. We develop ground-breaking products and deliver robust solutions for our clients.

Given a strong expansion in the US market, we are currently adding a proficient and motivated Regional Sales Associate to actively engage in outbound prospecting and inbound lead qualification within an assigned territory to expand our reach and fast-track our growth in the US.

Experience and understanding in the death care industry (or software provider to the sectors) would position you well for success in this role.

**Position Responsibilities:**

- Foster long term relationships with business leaders and market influencers
- Use your industry experience to engage opportunities
- Hunt for leads through social platforms, digital marketing, and cold/warm calls
- Participate in marketing activities such as webinars, seminars, mailers, database building
- Attend industry social events and trade shows

**Requirements:**

- 3+ years of sales experience with various sales cycles (death care, B2B, software)
- Ability to learn quickly, think critically and analytically
- Strong interpersonal and presentation skills
- Motivated self-starter that uses initiative to drive success
- Strong closer with proven past success
- Able to work in a mobile and remote environment
- Comfortable with structured processes, systems, and technology
- Experience with CRM, MS Office Suite, Business Development, Cold/Warm Calling, SaaS, Webinars
- Travel will be an essential part of your role

Using your ingenuity and determination, you will find strong rewards all while experiencing a great company atmosphere that values and respects their inside team and outside partners.

**Remuneration**

We offer a remuneration with a base salary commensurate with your experience, and a performance-driven commission structure.

**Location**

Remote office with assigned territory, preferably within 25-50 miles of major airport. A valid US work visa is required.

Territories consist of Northeast, Southwest, or Southeast US states.

TO APPLY, PLEASE SEND RESUME TO: [LucyS@OpusXenta.com](mailto:LucyS@OpusXenta.com)

Visit us at [www.OpusXenta.com](http://www.OpusXenta.com) to learn more about our organization.