Apttus – Job Descriptions

Training: We are committed to mentoring and training our entry level team and will be providing 4 to 8 weeks of intensive training in our Apttus Academy. During this training program you will learn about our space and services from the very best in business! (This is a paid training program).

Customer Support - This is an amazing opportunity for someone who loves providing a high level of service and is intrigued by solving technical issues. In this role, you will be expected to handle cases that come in through our web portal. Your job will be to troubleshoot customer issues via phone, chat and/or email. We are looking for candidates who are technically adept, meaning you can learn software but are not required to code or program. If you are an excellent communicator, love solving problems and have excellent writing skills – this is the role for you!

Required Skills/Experience:
- Previous experience in technical services and/or customer service field is a plus, but not required
- A strong technical knowledgebase and ability to learn new technology quickly
- Smart, creative and assertive individual with a who can work well in a high-growth, fast-paced environment
- Strong problem solving skills
- A role up your sleeves, self-starter personality with a strong work ethic
- Excellent written and verbal communication skills
- Bachelor’s degree in technical, business or related field preferred

Software Engineer - Are you a recent college graduate in computer science or engineering looking for a challenging, fast paced environment to apply your skills? At Apttus, our Engineers are the foundation of our top notch organization. You would design and implement features of Apttus’ product suite and develop innovative solutions through the application of the latest technologies (VisualForce/APEX).

Required Skills/Experience:
- Smart, creative and assertive individual with a who can work well in a high-growth, fast-paced environment
- A role up your sleeves, self-starter personality with a strong work ethic
- Previous coding experience in Java, SQL, C or similar languages is a plus, but not required
- Previous experience in a related field is a plus, but not required
- Strong written and verbal communication skills
- Undergraduate degree from a 4-year University (emphasis in Computer Science or Engineering)

Product Management - If you are someone who is naturally curious and likes to solve big problems, this is the role for you. In this role, you will be expected to collaborate with multiple teams in multiple departments in order to find a solution and ultimately create a product that satisfies customer business needs. Our Jr. Product Managers are required to have strong business acumen as well as a robust technical knowledgebase. If you are the type of person that thrives in an environment where you are in charge of product conception, to product development, all the way to product launch, this is position for you!

Required Skills/Experience:
• Ability to understand customer goals and challenges and to translate those to the development team
• Ability to manage multiple projects to introduce new products to the market
• Previous experience in software, app development is a plus, but not required
• Strong business acumen across various areas of business is desired
• Smart, creative and assertive individual with a who can work well in a high-growth, fast-paced environment
• A role up your sleeves, self-starter personality with a strong work ethic
• Strong written and verbal communication skills
• Undergraduate degree from a 4-year University (emphasis in Computer Science or Engineering or other technical degree is desired but not required)

Professional Services - In this role, you will work on complex quoting systems and application integration projects for clients across various industries. You will be involved from the concept stage of analyzing existing processes, the design phase, and finally the delivering and integrating of the end to end CPQ solution. Throughout the process you will have the opportunity to collaborate with project teams made up of people with diverse and complementary skills. Our team strives to deliver a quality work product while gaining experience and exposure to industry specific methods of operation and procedures.

Required Skills/Experience
• Ability to understand customer goals and challenges for product implementation
• Smart, creative and assertive individual with a who can work well in a high-growth, fast-paced environment
• A role up your sleeves, self-starter personality with a strong work ethic
• Previous experience in a related field is a plus, but not required
• Strong written and verbal communication skills
• Knowledge of industry leading CRM applications such as Salesforce.com is desired.
• Bachelor’s degree in technical, business or related field preferred

Software Sales - If you are ready to launch your career in sales, this is the opportunity for you! Our Software Sales Representative will become an expert on the value of a Quote to Cash Enterprise SaaS (Software as a Service) offering, and will be responsible for generating high-quality leads for our Sales Team. This role will teach you strong client presentation skills as you will be regularly selling to the Fortune 500, as well as teaching you how to excel in fast-paced start-up environment.

Primary Responsibilities
• Meet a quota of opportunity creation / 50+ outbound phone calls per day
• Manage and track leads through Salesforce.com
• Work closely with the Marketing Team to convert potential leads
• Work closely with the Field Sales Team to transfer high quality leads
• Educate potential customers on the value of Apttus

Required Skills/Experience
• Smart, creative and assertive individual with a hunter mentality who can work well in a high-growth, fast-paced environment
• A role up your sleeves, self-starter personality with a strong work ethic
• Previous Sales, Prospecting or Lead Generation experience is a plus
• Previous experience in a software related enterprise is a plus
• Strong written and verbal communication skills
• Undergraduate degree from a 4-year University