

CMP Sales Representative Job Description

Company Summary

Lucid IQ (www.LucidIQ.com) was founded in 1999 by a team of “rocket scientists” (Hughes Aircraft and Raytheon engineers). They worked with lawyers from two large firms that were managing some of the largest and most complex case portfolios anywhere. The vision was to optimize operations using case data and practice workflow automation to drive ultra-high efficiency with minimal errors.

Today, that vision is more relevant than ever. CaseManagerPro manages incredibly diverse data using an array of tools for millions of cases and claims. Law firms of all sizes and their clients rely on CMP to get ahead of their cases and stay there, streamlining every aspect of their operations for cases and matters of all types.

Lucid IQ’s mission is to provide the finest software and services to the legal profession and we are looking for the right sales leader with a collaborative and client focused attitude to join our team.

Job Summary

The CaseManagerPro Sales Representative will be based at Lucid IQ’s home office in downtown Dallas and will be responsible for responding to leads, prospecting and selling throughout the country. Your account and territory development will be accomplished applying industry and product knowledge with consultative sales skills.

This will be a challenging position for a goal-oriented, self-motivated and disciplined leader with a drive to succeed. The candidate should be confident and articulate on the phone and in person and capable of quickly learning new technology.

Income Potential

Starting salary is dependent on experience and production history. The commission plan will target 100% of base salary on quota in year one. We’re looking for someone who can quickly prove their value and will compensate success very well.

Sales Representative Responsibilities

- Prospect to create opportunities to increase customer base/user base.
- Promptly respond to all inbound sales leads/opportunities.
- Sales/service visits to existing and prospective customers.
- Clear, concise and consistent follow up.
- Develop sales presentations and on-line demonstrations.
- Attend trade shows, exhibits and conferences.
- Actively maintain accurate and current database of customers and prospects.
- Actively track and report on sales activity.
- Routinely report on sales and prospect activity.

- Provide feedback from customers for product enhancement.
- Generate new business and renewal sales through direct sales visits and telephone prospecting.

This list is intended to highlight the major duties and responsibilities. The individual will be called on to perform additional tasks as needed to meet business needs.

Qualifications

- Experience in the legal market and knowledge of legal practices a major plus.
- A proven track record of success with consultative sales.
- Presentation, negotiation and closing skills.
- Strong technology aptitude.
- Demonstrated ability to communicate successfully with decision makers.
- Ability to manage client relationships.
- Excellent verbal, written and presentation skills.
- Professional demeanor, business maturity and teamwork skills.
- Capable of establishing immediate credibility and rapport with senior level executives, attorneys and staff.
- Strong project management skills including work planning, work delegation and client management.
- The ability to manage multiple projects while prioritizing work assignments.
- Actively contribute to development of presentation, marketing and sales materials.
- Bachelor's degree or higher required.