

## VP, Sales and Marketing

### *Grow your career with a growing company!*

**Easy! Software**, is headquartered in Columbus, Ohio with overseas development teams, is focusing on the software Application Lifecycle Management (ALM) and Software Configuration Management (SCM) products. Our products provide solutions for project development teams for project management, change management, issue tracking, source code and document version control, peer review, and functional, regression, load & stress testing.

We are expanding our operations and are looking for an individual with dynamic skill set to fill in as VP, Sales & Marketing. This is a key executive position; we'll offer equity to excellent performer. Besides overseeing all sales and marketing activities, you will also be responsible for managing existing and establishing channel partners to formulate and execute well-coordinated M&S plans in various regions in the world.

Responsibilities include:

- Strategize an M&S plan for North American market, execute it and close sales.
- Coordinate with foreign sales and channel partners for M&S plan in each regional market and ensure it is well executed to meet or exceed expectations.
- Supervise sales and marketing staffs (domestic and abroad).
- Act as the main contact and spokesperson to industry research groups, such as Gartner and Forrester.

Candidate shall have the following qualifications:

- Minimum five-year experience in sales and marketing of software products.
- In-depth knowledge of ALM/SCM marketplace and competitive landscape.
- Good connections to executive decision makers.
- Be able to conduct effective executive sales.
- Excellent writing, communication, and presentation skills.
- Travel required.
- Strong work ethic.

Compensation & Benefits:

- ✓ Base salary, commission and bonus.
- ✓ Company medical insurance.
- ✓ Stock options.

Please send your resume to [jobs@ez-sw.com](mailto:jobs@ez-sw.com).