



## *What do Hiring Managers Want?*

What sets an Enterprise software salesperson apart from their peers?

We know that hiring managers look for a track record of success when hiring software sales professionals, but what sets one candidate apart from the pack? There are several things that hiring managers have expressed to us that they look for when hiring an Enterprise Software Sales professional. **They look for the 4 “E’s”.**

1. **Excellence** - In all facets of life - employment, education, and personal.
2. **Execution** – Getting it done and making something happen.
3. **Energy** – Jumping out of bed and running toward something.
4. **Enthusiasm** – For the position, company and opportunity.

The candidate who demonstrates they want a position the most will most likely receive the offer over a candidate who has a stronger resume. Go after it!

We look forward to hearing from you. Let’s start a conversation. 952-934-4100



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