



VIRYANET

Position Title — Sales Executive

Position Location — Southborough, MA

Posted — February 18, 2008

Position Description — We are looking for seasoned sales executives who have a strong background in enterprise application selling, industry expertise, and expertise in “solution selling” principles. We want our sales executives to be seen as experts in their industry, and understand the business challenges facing our prospects.

The Cycle — The ideal sales executive will have the determination and creativity to address a competitive solution-selling sales process. The sales executive will work closely with our inside sales and marketing teams on targeted industry market programs. Most sales cycles start from a sales generated lead (40%), an inside sales lead (40%) or inbound request (20%). The sales cycles progresses through an ongoing process that includes detailed qualification and business discovery process, the management of RFP and proposal responses, product demonstrations, ROI development, and business process engineering. You will have the full resources of ViryaNet behind you to help orchestrate our sales process.

Position Responsibility — This position:

- Reports to the Director of Sales
- Is located in our corporate headquarters in Southborough, MA
- Requires 40% travel

We Offer

- Excellent growth potential
- Training to adapt your background to our needs
- Health and dental benefits
- Professional environment
- Daily tracking with positive feedback
- Paid vacation and holidays
- Competitive wages

About ViryaNet — ViryaNet provides packaged industry solutions that intelligently guide, automate, and optimize both simple and complex field service work, resulting in operational excellence. ViryaNet's solutions specialize in the functions of scheduling and dispatching resources and enabling mobile field communication. ViryaNet possesses a 20-year history in the field service space, a vast number of customers across a variety of industries, and strong partnerships with leading platform and system integration companies. Headquartered in

Southborough, MA, ViryaNet enjoys a worldwide presence with offices and customers located in North America, Europe, and the Pacific Rim. For more information, visit www.viryagnet.com.

To Apply — Send resume and two references to careers@viraynet.com.

ViryaNet is an Equal Opportunity Employer.