Full-time 40 hours/week - OK
Part-time work 20+ hours/week - OK
Students - OK. We will work around your class schedule.

Do you enjoy selling?
Do you want to build your career in Sales?

If you're shouting YES!, then read carefully. This is not a job where you can take it easy and relax. You are expected to deliver sales results.

Why are you different from the rest? You've faced challenges and know how to find a solution while being calm and rational.

We're hiring a Marketing and Sales Representative with quota. This is a challenging yet fun opportunity for the right salesperson. We have a great service with reputable customers, and you can sell it. You will be selling to marketing teams all over the US.

You must be proficient in Excel and able to manage data. We will teach you proper marketing and sales methodologies/processes.

Marketing Channels:
- Data
- Salesforce.com
- Webinars
- Cold Calling
- Website
- Email
- Linkedin
- Events
- Companies

You need to constantly think of new ideas.

Key Responsibilities

Prospecting provided list of contacts to set up next-step qualification calls and demos
Moving swiftly past gatekeepers and quickly engaging decision makers to agree to a next step discovery call
Clearly presenting the key benefits of our services to decision makers at prospective client companies
Carefully handling common objections to direct prospect clients
Meticulously manage lead information in SFDC and leveraging its functionality to maximize lead touch points

You Will Love This Job If You...

Love to spend the whole day talking about new technologies,
Aside from speaking you also have strong writing skills,
Have great English skills,
Always do your homework before reaching out to a customer,
Have a high level of integrity.
It would be great if you had some prior experience with Salesforce but if you did not, we will teach you!

You will...

engage with prospects via telephone and email drive new business via outbound prospecting and cold calling into must-win strategic accounts qualify inbound leads and turn them into pipeline opportunities overcome prospect objections update prospect interactions and statuses in salesforce.com to ensure efficient lead management Have fun!

You have....

done something exceptional
a track record of thriving in a self-starting environment leveraging your drive, creativity, and intelligence
excellent verbal and written skills
outstanding organization and time management skills
BA/BS degree from prominent university or 4 years relevant work experience. Business or technical degree a plus

Job Description / Expectations:

- Generate 65 outbound calls & 30 emails daily
- Show commitment and accountability for your attainment to monthly/quarterly quotas and your career growth
- 1-2 years previous experience in an account/business/sales development role preferred
- Attention to detail and ability to learn and follow our sales development process and capture data into CRM
- Ability to deliver on daily/weekly call and activity targets
- Quantifiable evidence of past success and ongoing learning
- Demonstrate an entrepreneurial spirit - exhibited by creativity, optimism, and hustle
- Ability to execute the strategic nature of territory sales plans, focusing on the development of large, long-term business outcomes
- Demonstrate the qualities of a leader - strong listener, self-driven, accountable, and capable of delivering exceptional results
- Be humble, coachable, great to work with, and open to trying new things
- Have passion to develop a successful career in technology sales
- Cold calling to prospects within your territories
- Understanding clients’ needs well and coming up with bespoke solutions to help boost their direct sales revenue
- Following up on leads to secure business meetings and product demonstrations
- Achieve monthly, quarterly, and annual activity and opportunity quotas
- Provide Account Executives with leads that can convert to qualified opportunities
- Use multiple lead generation tools such as LinkedIn Sales Navigator, Salesforce
- Develop and implement plans to acquire new business in your territory

Skills:
- Strong written and verbal communication skills
- Comfort speaking to senior and technical audiences
- Sense of urgency and ability to multitask
- Self-motivated, driven and eager to learn
- Capable of influencing and persuading others
- Ability to adapt to changing situations

Requirements:
- Naturally sales driven and passionate
- Read and understand English
- No smoker, No vaping
- Clean, healthy lifestyle
- Learn Salesforce.com. You need to pick it up quickly and study on your own time. We will provide initial training.
- Excellent time management skills
- Clean, detailed, responsible and organized
- Social, good communication, follows rules, extravert
- No 420, No hard drugs, alcohol OK

Personality:
- Energetic
- High energy
- Loves meeting new people

Please answer these questions with your application:
What's your expertise level with Excel (1 - 10)?

What's the biggest hardships you conquered (briefly describe)?

What will be your job role in 3 years?

What keeps your mentally and physically fit?

Email: info@topcurve.com