



Enterprise Sales Representative

Overview of Position:

Independently manage own book of business for sales in the brand management industry. Requires calling on a variety of potential customers, ranging from independent contractors to Fortune 500 companies. The candidate must be skilled in all aspects of sales, including lead generation, phone solicitation, personal meetings, formal presentations and project management, as well as developing and presenting a formal business/sales plan.

This position requires not only sales experience, but also the ability to solve problems and develop creative solutions for customers to meet their specific needs, while delivering a high level of customer service on a consistent basis.

Required Knowledge and Skills:

- 5+ years selling experience
- Self-motivated with entrepreneurial drive
- Proactive approach to problem solving
- Multi-task oriented
- Ability to quickly learn new products, processes, systems
- Strong software application knowledge
- Understanding of software development programming concepts
- Demonstrated networking savvy
- Relationship building and value-add selling skills
- Disciplined lead generator
- Team-oriented, yet able to work independently
- Strong delegating skills
- Excellent listening skills
- Responsive and accountable
- Strong work ethic
- Ability to overcome objections

Job Responsibilities:

- Manage full-range of sales-related responsibilities, from cold calling, networking and qualifying, to product development and follow-up reporting
- Grow sales and expand gross margin annually
- Cultivate new customer relationships
- Manage all sales-related tasks, from lead generation to invoice collection
- Qualify clients
- Ensure order accuracy
- Solve customer problems
- Generate new business/clients
- Oversee cash management
- Project management and follow-up