

PLANK & MILL

Outbound Sales Representative/Design Consultant

Job Description

Our growing business needs an Outbound Sales Representative/Design Consultant to increase sales across the country. The successful candidate will be responsible for establishing contact with existing contractors and designers, identifying new opportunities, and following up on potential leads. They will also monitor industry trends in order to identify emerging markets and develop plans to utilize those markets to expand revenue. If you have prior experience in outside sales or design consulting and a desire to expand your career, we want to hear from you.

Job Duties

Managing assigned workload so that all leads are contacted in a timely manner. Places outbound lead generation, profiling and/or sales calls.

Uses time management skills to achieve successful dials-per-hour, talk time and meaningful conversation targets.

Fully utilizes technology to increase productivity, manage relationships and sales process and increase effectiveness.

Uses effective questioning techniques to uncover unique business drivers and complete needs requirements and assessments.

Collaborate with the marketing team to improve marketing materials and expand the company's marketing presence.

Update client information in the CRM software.

Stay on top of industry trends to identify potential opportunities for company growth.

Generate sales reports each week and submit them to management.

Attend industry trade shows to accumulate new leads and make productive contact with existing clients.

Required Background

2+ years' sales experience

Experience with Hubspot (or other CRM), Google Analytics, and Google Drive Products

Self-motivated and comfortable working with little oversight

Excellent interpersonal communications

Highly motivated to place calls and sell

Able to travel occasionally

Entrepreneurial, inquisitive, and highly creative/energetic

Autonomous, knows how to use resources and how to get it done

Self-motivated to exceed goals, metric driven

Excellent written skills and proficiency in Google products (Google Docs, Sheets, Mail, Drive, etc.)

Positive, can-do attitude

Excellent follow-through

Fun to work with

Compensation

Compensation depends on experience and includes a base salary along with performance incentives.

