

Sales Representative (Inbound/Outbound)

Job description

Job Summary

We are seeking a motivated and results-driven Outbound Sales Representative to join our dynamic sales team. In this role, you will be responsible for reaching out to potential customers, promoting our products and services, and converting leads into sales. The ideal candidate will possess strong communication skills, a passion for technology sales, and the ability to thrive in a fast-paced environment.

Responsibilities

- Conduct outbound calls to prospective clients to introduce our products and services.
- Utilize Go High Level and other software tools to manage customer interactions and track sales progress.
- Build and maintain relationships with customers through effective communication and follow-up.
- Identify customer needs and provide tailored solutions to meet those needs.
- Collaborate with the marketing team to understand market trends and develop effective sales strategies.
- Achieve individual sales targets while contributing to the overall success of the sales team.
- Provide exceptional customer service throughout the sales process to ensure customer satisfaction.

Requirements

- Previous experience in inside sales or a similar role is preferred.
- Strong customer service skills with the ability to communicate effectively in English.
- Familiarity with technology sales and an understanding of market dynamics is a plus.
- Proficiency in using CRM software is advantageous.

- Excellent verbal and written communication skills, with the ability to engage customers effectively.
- A self-motivated individual who can work independently as well as part of a team.
- A positive attitude and a willingness to learn about new products and services.

Join our team as an Outbound Sales Representative and take your career in sales to new heights!

Job Type: Full-time

Pay: \$50,000.00 - \$65,000.00 per year

Benefits:

- Paid time off

Shift:

- 10 hour shift
- 8 hour shift
- Day shift
- Morning shift
- No nights

Supplemental Pay:

- Bonus opportunities
- Commission pay
- Monthly bonus

Work Location: In person