



## BROADCAST/DIGITAL ENTRY LEVEL SALES

This is an entry level sales position. We are looking for a talented and competitive Sales Representative. The successful candidate will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of customer calls per day, generating interest, qualifying prospect and closing sales.

### Responsibilities:

- Source new sales opportunity through inbound lead follow-up and outbound cold calling and emails.
- Assess and Understand customer needs and requirements
- Research accounts, identify decision makers and generate interest
- Establish new relationships by adding and developing new clients
- Actively manage the client database to ensure information is accurate and kept up to date. Identify past prospects due for follow up calls. Log all calls and monitor success rate.
- Route qualify leads/appointments to General Sales Manager for further development and closure.

### Requirements:

- Proven inside sales experience
- Track Record of over-achieving quota
- Strong phone presence and experience dialing dozen of calls per day.
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize and manage time effectively
- Highly proficient with the Microsoft Office Suite Desirable

Job Type: Full Time