



Outbound Sales (Remote / Balloon Decor)

Position Contract | July 2022

Position

Title: Outbound Sales / Balloon Decor

Manager: Sales Manager

Direct Reports: None

Results Statement

To generate the majority of new leads and revenue in the assigned business niche through warm and cold prospecting and completing the sales process with leads that are a good fit for the services we offer.

Description

Want to start having fun in Sales? Want to sell to a pre-established business niche where our brand is already known and we have an established client base? Want to occasionally travel to meet clients and generate additional in-person sales?

AssetLab is a digital marketing agency helping local businesses grow sales through online marketing. In this role you will focus on a specific niche in the Event and Party industry where we have existing clients and are an already-known brand. This is a remote position and you must be fantastic on the phone and in zoom meetings.

Experience

- Sales experience is required, business services sales experience preferred
- You must be stellar on the phone and on Zoom and have zero phone hesitation
- Balloon Decor industry knowledge is required

We Will Provide

- Sales training on our strategies, process, and tools
- Services & product knowledge training
- Mentorship so you can grow and improve

Work Listing

1. Spends the majority of time on warm and cold prospecting via calls
2. Monitors a specific list of Facebook Groups for service requests
3. Respond to inbound leads as assigned
4. Effectively qualify and disqualify leads and opportunities with a systematic process
5. Establishes the value of the service for the lead

6. Identifies and works with decision makers
7. Guide leads through the decision making and purchase process
8. Send contracts for signature or direct clients to online purchasing channels
9. Enter and update information about prospects and opportunities in the company CRM
10. Collaborate with Manager to consistently improve how the Sales team delivers
11. Occasionally travel to industry events to represent the company, build relationships, and generate in-person sales

Your Responsibilities Will Be

- Prospecting & Calling warm contacts (50%)
- Prospecting & Cold Calling cold contacts
- Zoom sales meetings: 3 to 6 per day
- Closing deals
- Meeting monthly sales quotas
- Developing qualified leads
- Data entry and updates in our CRM
- A reliable internet connection

Skills/Qualifications

- English level - native
- Minimum 1 years outside sales experience
- High school diploma
- New Business to Business sales experience strongly preferred
- Zero hesitation to calling, zoom meetings, and recording videos for clients
- Goal-driven and self-motivated

Info

- Pay: \$40,000 to \$150,000 per year, bonus pay, commission pay, benefits
- Benefits: Work from home, expense reimbursement, health reimbursement allowance
- Schedule: Monday to Thursday USA business hours, flexible schedule
- Work Location: United States, remote. Occasional travel within the USA, 1 or 2 trips per year.