

Are you a recent grad ready to kick off your career in 2012? Are you interested in learning about, representing and selling an industry-changing and valuable software solution? If so, we are looking for YOU!!

iSqFt is hiring entry level sales professionals!

Who are we?

iSqFt (pronounced “eye-square-foot”) is a **TECHNOLOGY LEADER** providing a Software as a Solution (SaaS) to the construction industry. Our online preconstruction management software provides our customers with the tools, information, and connections to work smarter, run more efficiently and improve communication. Read more about us @ www.isqft.com

What we believe:

At iSqFt we believe that **people are the greatest asset in any company**. We are committed to a high performance culture and provide an environment that challenges our employees to be remarkable and obtain their full potential each and every day. We are an EEO/Affirmative Action Employer that understands the value of diversity and its impact on a high performance culture.

We also believe:

That work should also be FUN. iSqFt offers a culture like no other. Casual (blue jean!) work environment, 15 days of Paid Time Off (PTO), 10 company paid holidays, Popcorn Wednesdays (don't laugh - our team members love it!), an exceptional wellness program, and more cook-outs and events than we have space to list.

What would you do?

As a **Subcontractor New Business Representative** you will be responsible for representing the **iSqFt for Sub Contractors** product which includes selling, negotiation, and marketing new subscriptions. Account Managers will provide product demonstrations to new customers overviewing the amazing capabilities of our product and provide basic product training via online demonstrations (Go-to-Meetings).

What will your day look like?

At iSqFt no day is the same! But to sum it up your responsibilities will include:

- Making a high volume of outbound calls per day to sales leads and prospect new accounts.
- To establish or reestablish the customer relationships by proactively calling new or inactive accounts.
- Utilize needs based and consultative selling techniques to determine product and service needs for both new and ongoing accounts.
- Utilize Salesforce.com for every customer contact.
- Participate in training as it relates to inside sales skills, sales techniques and product knowledge.
- Provide appropriate input to management to develop marketing and sales plan.
- Direct customer complaints, billing issues, technical/quality problems, etc. to appropriate area.

You may be asking:

What do I need to land this opportunity?

- A College Degree
- A strong desire to win
- Phone sales experience is helpful but not required
- A strong command of the internet
- The ability to establish relationships and build rapport over the phone
- A Strong work ethic
- Basic Microsoft Office skills including Word, Excel, Outlook

What will I learn and what will I earn?

- You will learn from the best – how to be the best!
- Learn a fool-proof sales process
- Gain valuable Construction industry knowledge
- Learn how the iSqFt product is changing the way our customers do business
- Gain valuable Sandler Sales methodologies
- CRM training on Salesforce.com
- Base salary plus commission
- Unlimited potential

A few things we like to brag about:

- iSqFt is a Four-Time “Best Places to Work” Finalist
- iSqFt was named One of Cincinnati’s Fastest-Growing Companies
- iSqFt was named Cincinnati’s Healthiest Employer
- iSqFt, won the 2011 Pillar Award for Community Service
- iSqFt wins the 2011 Constructech Top Products Award
- iSqFt was recognized as a HOT Product of 2010

To apply for this position please visit:
<https://home.eease.adp.com/recruit/?id=1090661>



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