

The **Subcontractor New Business Rep** is responsible for representing the **iSqFt for Subcontractors** product; selling, negotiation, and marketing new subscriptions. New Business Representatives will demonstrate the capabilities and basic training of the iSqFt for Subcontractors product via online demonstrations (Go-to-Meetings).

Essential Duties & Responsibilities:

- 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/prospects. Specific functions may include: introducing products, sales programs, and promotions.
- Utilize needs based and consultative selling techniques to determine product and service needs for both new and ongoing accounts/prospects.
- Utilize Salesforce.com for every customer contact.
- Participate in training as it relates to inside (proactive) sales skills, sales techniques and product knowledge. This will include ongoing call monitoring for training and quality purposes
- Provide appropriate input to management to develop marketing and sales plan.
- Direct customer complaints, billing issues, technical/quality problems, etc. to appropriate area.
- Create sales reports as dictated.

Requirements:

- Minimum 2-4 years experience in business to business (B2B) sales
- Phone sales experience is required
- Construction or related industry knowledge preferred
- Exposure to Sandler sales training or other consultative sales training
- Salesforce.com or other CRM experience

Experience and Educational Requirements:

- College degree preferred

Physical Demands & Work Environment:

- Sits at desk for long periods of time
- Heavy phone and computer work

Reporting to this position:

- None

To apply for this position please visit:
<https://home.eease.adp.com/recruit/?id=1133911>