

KPMG LLP
ADVISORY – ASSOCIATE, INSIDE SALES REP

KPMG is currently seeking an Associate to join our Business Development organization.

Responsibilities:

- Seek out and generate demand for new KPMG business by creating a positive first impression with our prospects and researching target accounts and contacts to create a personalized outreach while providing a world-class experience
- Identify client prospects through specific sales plays utilizing direct phone calls, emails and social media, as well as partnering with our experienced field sales resources to help fill their pipeline
- Develop fact-based qualified leads through active listening, sharing client relevant solution content via LinkedIn, YouTube and other social media outlets
- Stay informed of current events within our target accounts and the industry at large in order to understand how KPMG's services can best add value for prospective clients
- Maintain active engagement with new and existing leads through creative follow-up communications (written and verbal) designed to nurture prospective client interest in KPMG; and maintain accurate and up-to-date information in Customer Relationship Management tool

Qualifications:

- Currently pursuing or have previously obtained in the past 12 months, a degree in Sales, Marketing, Business Administration, Business Management, or related degree; or
- Currently pursuing or have previously obtained in the past 12 months a bachelor's degree or higher in another area of study at an accredited college or university and is currently enrolled in or have previously completed in the past 12 months a minor in Sales or a Professional Sales Program
- Must have a current/most recent GPA of 3.00 or above
- Ability to navigate and utilize various social media outlets, synthesize operating data and frame client actionable insights; Experience in sales research, digital media advertising or tech preferred
- Strong technical aptitude, demonstrated quality service mindset, critical thinking and quantitative skills and ability to navigate MS Office applications, including Excel, PowerPoint, Word and Outlook; working experience of social tool and techniques
- Excellent communication, time management and leadership skills; flexible and adaptable team player; and resourceful in delivering high quality work with enthusiasm in a fast-paced and ever-evolving environment
- Must be authorized to work in the U.S. without the need for employment-based visa sponsorship now or in the future