

What We Need

We are looking for a **Sales Support Specialist** who will play a critical part in engineering top-notch products and services in a unique industry and at a rapidly growing organization.

Are you:

- **A tenacious self-starter that has the drive to grow as a sales professional in a global organization?**
- **Able to work in a dynamic, agile and growing sales team in which your contribution will directly affect the growth and obtainment of the balanced scorecard initiatives?**

As the **Associate Sales Representative**, you will work hand in hand with the commercial sales teams focusing on generating qualified sales leads, preparation of proposals and sales presentations, analyzing prospect data to generate proposals and provide support and follow up in the pricing, credit approval, contract negotiation and onboarding processes. This role is not focused on closing business and sales; however the long-term career path will lead to becoming a Sales Director. This role will focus on all regions across the United States, allowing for national exposure.

A Day in the Life

- Prospecting into the database to identify leads that fit their Ideal Customer Profile
- Follow up calls with emails
- Research leads for personalization
- Generate qualified opportunities that progress through the sales funnel, generating new revenue
- Work closely with marketing to ensure that a seamless transition from marketing to sales for the prospect

Requirements

- Bachelor's Degree highly preferred
- Strong financial acumen
- Preferably 2+ years business/professional experience
- Sales profile/DNA; Entrepreneurial spirit
- Ability to work under pressure and with a high sense of urgency
- Customer focus and strong skills for building relationships and collaborating with cross functional teams
- Excels in fast-paced work environment
- Proficient in Microsoft Office Suite (Word, PowerPoint, Outlook, Excel)