

### *Overview of the Position*

Come work for Acme Corp, the tri-state area's leading company in our industry. We are pleased with our employees' 3.7 rating on Glassdoor.

Acme Corp is looking for an experienced Sales Representative to join their team. Acme Corp is a great place to work if you're looking for your next opportunity. Apply now!

### *Sales Representative Job Description*

- New sales leads should be prospected and qualified.
- Make time for meetings and presentations with prospects.
- Make, plan, and deliver presentations about the company's products.
- Track all sales activities in the company CRM system and keep up to date by updating account information on a regular basis.
- Customer and prospect product pain points should be communicated to the appropriate departments.
- Maintain a well-developed prospect pipeline.
- Create long-term relationships with prospects and customers.
- Quotas must be met and/or exceeded.
- Coordination with other team members and departments is required to maximize the sales effort.

### *Sales Representative Requirement*

- 2-4 years of sales experience Bachelor's degree in Business, Marketing, Communications, or a related field
- Demonstrated ability to meet and exceed sales targets
- Proven track record of managing customer relationships successfully
- Outstanding interpersonal skills
- Exceptionally self-motivated
- Excellent verbal and written communication abilities
- Working knowledge of CRM systems is required. Proficiency in Microsoft Office is required.