

Inside/Outside Sales Representative

Consulting firm specialized in ISO series of International Quality Standards and management consulting is seeking experienced salesperson to perform both inside and outside sales.

Job Responsibilities-Highlights:

- **Research and cold call prospective and existing clients to offer company services**
- **Educate prospective clients on products and services**
- **Prepare and distribute marketing materials**
- **Assess existing customer contact information and prioritize customer interface**
- **Assess Southeastern United States to match small and medium size companies to generate business**
- **Responsible for product knowledge to answer customer questions**
- **Greet customers and create rapport**
- **Responsible closing deals and processing payments**
- **Responsible for developing proposals and customer follow-up**
- **Developing leads and referrals through internet and traditional networking**
- **Create personal marketing plan**
- **Achieve monthly sales quotas**
- **Conduct competitive research**
- **Analyze industries such as Packaging, Pulp and Paper, Automotive, Aerospace, Food Packaging and Medical Devices**

Preferred Experience:

- **Experience with ISO certification/consulting/training or Packaging**
- **Possess excellent writing/customer service skills**
- **Excellent oral communication skills**
- **SEO, SMM, AdWords, PPC familiarity**
- **Willingness to cover across all time zones in the USA**
- **Experience in selling Minority Business Enterprise to Corporate Accounts**
- **Experience in selling services related to ISO and Quality Based Consulting**
- **Experience in selling to Packaging/Box Facilities, ISO Registrars/Certification bodies and Auditing**

Qualifications:

**Business Degree, with emphasis in Marketing/Sales
2 Years' experience in selling of products and services, cold calling,
generating leads and Internet Marketing**

Compensation: Base Salary, plus commission.

- **Location: Roswell, GA 30075**
- **Compensation: Primarily Commission based, plus low base salary.**
- **Please, no phone calls.**
- **Please do not contact job poster about other services, products or commercial interests.**

Revision 1