AUTOMOBLOX

JOB DESCRIPTION
The Automoblox Company is seeking a highly motivated self-starter to join our sales team as an Inside Sales Representative. This position focuses on a consultative sales approach to determine the buying needs of both new and existing customers. Excellent interpersonal skills are required to cultivate and maintain a strong rapport with customers.

JOB RESPONSIBILITIES
- Lead generation and qualification through cold-calls and inbound leads, qualifying their needs and determining effective selling methodology
- Follow-up with current customer base for re-orders
- Developing outstanding customer satisfaction via phone
- Develop sales opportunities by researching and identifying potential accounts
- Utilization of sales data to track pertinent information related to existing and new opportunities
- Working closely with outside sales representatives
- Developing and cultivating account relationships

SKILL REQUIREMENTS
Ideal candidate must be energetic, ambitious and driven to succeed to join our exciting growing company. Must possess a high degree of initiative and be able to work independently as well as in a team environment.

- Must be comfortable initiating phone calls
- Organized, reliable and resourceful
- Excellent interpersonal and phone skills
- Excellent communication skills both verbal and written
- Excellent listening skills
- Very-organized and detail-oriented
- Welcomes constructive criticism
- Self-managed and highly motivated
- Meet and exceed monthly and annual quota
- Provide prompt follow up to all inbound leads and properly document and track results
- Strategic sales capabilities which supports selling to the C-Level of small businesses, balanced with tactical skills for a fast-paced, high volume lead follow-up environment
- Ability to build strong rapport, establish trust and credibility through a consultative approach, and balance assertive sales follow-up without being overly aggressive
- Willingness to travel and work in a fast paced environment

ABOUT AUTOMOBLOX®
Automoblox® is the reinvention of the classic wooden car toy – a fusion of traditional craftsmanship and modern design, transformed into a mix-and-match building system that allows kids to create car styles as unique as their own personalities. With a “cool factor” that appeals to kids of all ages, and a back-to-basics play pattern appreciated by parents and grandparents, Automoblox® is the next generation of classic toys.

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