



Inside Sales Associate

Ad Concepts, Inc.

Charlotte, NC 28211

Inside Sales Associate for successful Advertising Specialty Company. Sales Representative will build and expand on new customer base through business directories, sales leads, research, etc. Applicant must be friendly, well-spoken and ready to close the deal! The Sales specialist position develops, maintains and interacts primarily utilizing the phone and other forms of electronic communication to a broad scope of new and existing customers to increase sales.

Starting part time to full time.

Job Description

Create and build marketing strategies to target new and existing clients

Communicate with clients via phone, email and outside sales calls

Work with design team to create new marketing materials

Research new potential markets

Input and process customer orders

Follow up with clients to insure customer satisfaction and to increase repeat sales

Develop new and creative sales strategies

Analyze previous strategies to determine effectiveness and adjust strategies

Attend vendor fairs, tradeshow and other community outreach events to build relationship with vendors and clients

Maintain a professional appearance and communication style

Job Requirements

Strong computer and Microsoft skills

Professional verbal and written communication skills

Ability to manage time effectively

Sales experience is a plus, not required

Send resumes to courtney@goadconcepts.com