



Job Title: Sales Executive

Essent the leading enterprise technology providers is seeking to expand the sales team at all levels.

- Sales Coordinator with ability to advance
- Sales Representatives/Product Specialists with opportunities for advancement
- Senior Sales Executives

Location: Remote

Reports to: Vice President of Sales

Position Description: Sales position responsible for qualifying, demonstrating and selling business management solutions.

Duties:

- Ability to manage entire sales cycle
- Answer inquiries, explain offerings and qualify interested prospects
- Provide demonstration
- Consultatively understand needs and present solutions
- Create pricing Proposals with appropriate solutions
- Follow up by email and phone
- Close Sales
- Generate Revenue.
- Represent company at Trade Shows and Events

Background/Experience:

- Experience in Sales or Customer Service helpful
- Promotional Product Industry knowledge is preferred
- Comfort with technology
- Sports oriented competitor desired but not required



Key Skills

- Detailed oriented
- Organized follow up
- Strong Communicator, written and verbal
- Energetic, Enthusiastic and Positive
- Eagerness to learn
- Patience
- Multi-tasker
- Customer Service/Account Management
- Good Listener
- Sales Closing abilities
- Ability to take technical concepts and explain in simplistic understandable terms
- Flexible to adapt to change
- Goal Oriented with Desire to succeed
- Confident

Education

- Bachelor's degree or equivalent experience preferred but not required.

For confidential interview contact bsheaffer@essent.com with Resume and Cover Letter.