



## **Job Title: Sales Coordinator**

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

- Entry level Sales Coordinator with ability to advance
- Sales Representatives/Product Specialists
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**Location:** Remote

**Reports to:** Vice President of Sales

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

### **Duties:**

- Timely professional response to inbound requests
- Ability to manage entire sales cycle
- Answer inquiries, explain offerings and qualify interested prospects
- Consultatively understand needs and present solutions
- Create pricing Proposals with appropriate solutions
- Generate Revenue.
- Customer Account Management
- 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](mailto:bsheaffer@essent.com) with Resume and Cover Letter.***