Job Description

Outbound SMB Representative - 3754

Description

Outbound SMB Representative

MarketStar’s Client Business team is seeking an Outbound SMB (Small to Medium Business) Representative in the Ogden area. Candidates will represent this leader in file storage and collaboration technology. As an Outbound SMB Representative you will be responsible for contacting leads who are somewhat familiar with the client’s consumer product, and showing them the benefits of upgrading to the Client's Business product and closing the sale.

The ideal candidate is a success-driven salesperson who understands the needs of small to medium sized business, can build instant rapport and trust, enjoys a dynamic team-focused environment and can quickly articulate technical and business value propositions via phone and email.

Key Responsibilities & Attributes for Success:
- Qualification and development of leads and contacts
- Contact leads in the small to medium business category via e-mail
- Schedule appointments to further discuss the fit for client's business product
- Strict adherence to established sales processes
- Engage in solutions-based business-level conversations to influence customers
- Maintain a current, comprehensive knowledge of client’s products and services
- Use a number of efficiency and relationship management tools effectively
- Build and maintain appropriate individual sales pipeline

What is required to be considered?
- 2 years of similar or related experience
- 4-year degree preferred
- Proven success of at least one year of exceptional sales attainment required in a quota-driven environment
- Excellent interpersonal and communication skills (verbal & written) including outstanding telephone presence
- Self-motivated and accountable, combined with strong sense of teamwork
- Outstanding attention to detail
- A passion for sales with proven success in sales attainment
- Tech-savvy with an affinity for innovative and emerging technology
- IT, software, or cloud sales experience preferred

How to apply (and what to expect):
- All applicants must apply online or send your resume to recruiting@dassharedservices.com
• All new hires must pass a pre-employment background check and drug screen (upon job offer)
• Candidates will be required to complete a typing and writing skills assessment

Closing

About MarketStar:
MarketStar is part of the Omnicom Group (NYSE: OMC), headquartered in Ogden, Utah. As a pioneer in outsourced sales and marketing, we’ve supported the vision and promoted the success of both large and small companies across the world. Each day, MarketStar’s team manages over 80,000 commercial accounts, visits 1,250-plus retail stores, interacts with over 8,000 customers via phone, and influences more than $13 million in sales for our clients.

MarketStar is proud to be an equal opportunity employer. MarketStar does not discriminate in any aspect of employment on the basis of race, color, religion, national origin, ancestry, gender, sexual orientation, gender identity and/or expression, age, veteran status, disability, or any other characteristic protected by federal, state, or local employment discrimination laws where MarketStar does business.

Job

: Field Events

Primary Location

: Utah-Ogden

Organization

: 3 - B2B

Schedule

: Full-time