Sales Representative | Corporate Movement

Corporate Movement is a rapidly growing startup in downtown Ogden. We work with businesses to enable them to sell branded items and merchandise via our proprietary platform.

The Sales Representative is responsible for managing customer orders, finding leads and closing deals. They are responsible for hitting key metrics and ensuring company sale growth. As part of a small team, their responsibilities will continue to expand with the growth of the company.

This is a full time position (Mon. - Fri., 8:00 - 5:00). We will work with school schedules.

Responsibilities

- Find strong sales leads
- Build personal customer relationships
- Meet or exceed monthly sales goals
- Manage tasks in customer relationship management (CRM) system
- Local travel and driving is an essential duty and function of this job
- Be committed to exceptional customer service

Require Skills

- Able to work in fast-paced, self-directed entrepreneurial environment
- Self-motivated
- Driven to exceed customer and project goals
- Previous experience with customer relationship management (CRM) systems a plus
- Has the ability to think strategically about sales
- Exceptional verbal and written communication skills
- Highly proficient in Microsoft Word, PowerPoint, and Excel
- Excellent telephone sales personality skills
- Organization and presentation skills
- Excellent time management skills
- Critical thinker, decision-making, problem resolution and creative thinking skills
- Experience in sales, inside sales, or business development, a plus
- Demonstrated track record of exceeding quotas/goals

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