

January 15 2020

**Title:** Sales Executive

**Location:** 5250 17<sup>th</sup> Street, Sarasota, FL.

**Job Overview:** As Sales Executive Identify and develop new business opportunities for Textmaxx Pro. TextMaxx Pro is a compliant industry leader in providing complete customized texting solutions for all businesses that wants to save time and money while improving customer communication, retention and revenue growth. Prior experience in selling software, advertising or technology solutions to businesses preferred. Strong customer service skills and building professional relationships required.

#### DUTIES AND RESPONSIBILITIES:

- Generate revenue by selling, managing, developing, and growing a base of SMB to enterprise-level accounts.
- Prospect potential customers through targeted outbound activity and cultivation of existing customer pipeline relationships.
- Effectively align Textmaxx Pro products to customer goals & objectives and develop a compelling value proposition through a solution based approach.
- Meet and exceed monthly, quarterly and annual calling, pipeline creation and sales revenue objectives.
- Participate in all product, sales, and process trainings & certifications to acquire and maintain the knowledge necessary to be effective.
- Manage account relationships, pipeline and forecast in Salesforce CRM.

#### QUALIFICATIONS:

- Track record of exceeding sales revenue plan using outbound phone sales skills.
- Minimum one to three years sales success with phone and in person presentation sales.
- Proficient in Microsoft Applications, Contact Management Databases, Salesforce a plus.
- Excellent verbal and written communication skills.
- Ability to provide outstanding customer service.
- Strong sense of urgency and accountability with achieving revenue sales goals.
- Passion for solution sales and establishing internal/external stakeholder relationships.
- High integrity and ability to work in a team environment required.
- Bachelor's Degree Preferred.