

High Growth Focused Company Seeks Proven Inside Sales Consultant

Strafford, MO: Full-time

Description:

As a Phoenix Kiosk Inside Sales Account Consultant you will be selling kiosks and kiosk solutions (hardware and software). You will be selling to an innovative group of customers through direct contact, relationship building and on-going management of your accounts. Your customers are represented by both large and small companies and you will interact with all levels of professionals from senior management to independent business owners in a Business to Business capacity. This is a multi-faceted position with many industries to secure new business in.

Phoenix Kiosk (phoenixkiosk.com) is a division of DustShield, LLC. DustShield is a subsidiary of American Products, headquartered in Strafford, Missouri.

Excellent opportunity for seasoned sales professionals looking to grow their career in an evolving technology based industry.

Position Responsibilities:

Daily interaction with customers

Identify, qualify and successfully convert prospects into customers

Position the company, realize prospect needs and build a compelling business case

Commitment to identifying and increasing new business revenue streams

Detailed tracking, measuring and analyzing your activity in SalesForce.com

Required Qualifications:

Bachelor's degree (or equivalent work experience)

3 Years of professional sales experience

Ability to ask guiding questions that bring clarity to the sales relationship

A professional history that reflects a self-starter who is creative, competitive, outgoing, personable and possesses a strong work-ethic

Team player that works well in a technically driven, dynamic, team environment

Experience in identifying and qualifying sales opportunities

Strong presentation, writing and negotiation skills

Ability to sell and close prospects through a consultative sales approach

Entrepreneurial spirit and a strong desire to succeed and win

Most desired additional experience includes:

Experience using SalesForce.com

Experience in self-service, kiosk, user experience or related fields of software or hardware

Experience in dynamic and demanding corporate environments

Competitive Benefits package available including Medical, Dental, Vision, Life, Disability and 401K plan with Company contributions

If you would like to be considered for this unique opportunity, email marketing@phoenixkiosk.com the following: Cover Letter, Resume, Available Start Date & Salary Requirements