

StreamGuys, Inc.

Position: Outbound Sales Representative (Part Time) - SLO

Reports to Sales Director - San Luis Obispo, CA

Job Summary:

The Outbound Sales Representative is responsible for qualifying existing leads and lead farming from online sources for senior sales staff. The Outbound Sales Representative will conduct research to qualify leads and set appointments with targets through telephone, email, Skype and webinar. This individual will also actively participate in the support, planning and execution of company marketing activities providing vital input based on his/her interactions with prospects.

Duties and Expectations:

- Cold-call prospects that are generated by external sources.
- Qualify sales opportunities by researching and identifying potential accounts.
- Identify decision makers within targeted leads to begin sales process.
- Collaborate with senior sales staff to determine necessary strategic sales approaches.
- Create and deliver qualified opportunities to senior sales staff.
- Maintain and expand the company's database of prospects.
- Ensure follow-up by passing leads to appropriate team members with calls-to-action, dates, complete profile information, sources, etc.
- Set up and deliver sales presentations, product/service demonstrations, and other sales actions.
- Assist in creating RFP responses to potential clients.
- Where necessary, support marketing efforts such as trade shows, exhibits, and other events.
- Overcome objections of prospective customers.
- Enter new customer data and update changes to existing accounts in the corporate database.
- Attend periodic sales training where applicable.
- Appropriately communicate brand identity and corporate position.

Knowledge, Skills, and Requirements for the Outbound Sales Representative Position:

- Currently enrolled or recently graduated from University with college degree in Computer Science, Business Administration, Marketing, or an acceptable combination of education and experience with 3.0 GPA or above.
- 1-2 years work experience in a sales or telesales capacity.
- Experience in opportunity qualification, account development, and time management.
- Success in qualifying opportunities involving multiple key decision makers.
- Knowledge of sales principles, methods, practices, and techniques.
- Problem identification and objections resolution skills.
- Able to build and maintain positive rapport with customers.
- Exceptional verbal communication and presentation skills.
- Excellent listening skills.
- Strong written communication skills.
- Self motivated, with high energy and an engaging level of enthusiasm.
- Able to perform basic calculations and mathematical figures.
- Ability to work individually and as part of a team.
- High level of integrity and work ethic.
- Able to work up to 20 hours a week.

Working Conditions:

- Ability to attend and conduct online presentations.
- Manual dexterity required to use desktop computer and peripherals.
- Part time to full time depending on progress and demand.

Compensation Package:

- Compensation commensurate with experience (\$11 - \$14/hour).
- Bonus and Commissions available based on quotas

Visit www.streamguys.com for more information
Please submit resumes to jobs@streamguys.com