



<https://insigniaseo.com/sales-representative-austin-tx/>

Sales Representative- Austin, TX

Job Summary

Job Title: Sales Representative

Job Location: Austin, Texas

Job Status: Permanent

Job Pay: \$45,000-\$55,000 (Plus Commissions)

Job Summary

Insignia SEO is looking for a results-driven sales representative to actively seek out and engage customer prospects. You will provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels, and profitability.

Responsibilities

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

Requirements

- Proven work experience as a sales representative
- Excellent knowledge of MS Office
- Familiarity with BRM and CRM practices along with the ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- BS/BA degree or equivalent

Other

IMPORTANT: Visit our Website before Applying, we want to make sure you know

Employment Type

Full-Time

Virtual

Position-

Telecommute Optional

Job Area

Austin

Working Hours

Flexible

Base Salary

\$ 45,000 - \$ 55,000

Date posted

September 1, 2019

Valid through

December 31, 2019

what we do. Thanks!