



CallerReady, LLC

Sales Executive

Company Description

Founded in 2010, headquartered in Pittsburgh, Pennsylvania

CALLERREADY IS THE GO-TO PLATFORM FOR MARKETERS LOOKING TO SCALE THEIR BUSINESSES WITH MOBILE CONVERSATIONS

Improve marketing profitability by connecting businesses with prospects faster and more efficiently. The CallerReady platform offers integrated and advanced phone call automation and dynamic call distribution technology that creates a virtual marketplace for businesses to handle their most valued leads (phone calls). Best in class reporting and attribution are a key part of the system which enables advertisement, campaign, and session level reporting information for marketing departments; as well as call center and agent performance reporting for sales organizations. Leading Agencies, Marketers, and Businesses leverage customized user roles to ensure the right data is displayed and stored securely.

Join us in the evolution of the premiere call marketing platform, we encourage your input and contribution to our success.

Job Description

CallerReady is seeking an enthusiastic sales person with experience selling emerging B2B software, preferably marketing software. The ideal candidate is energetic, has a history of being successful in their job, and is capable of developing a pipeline and closing new business.

Successful candidate will:

- Have a true passion and love for selling
- Be great on the phone
- A quick study who enjoys a fast paced startup environment
- An energetic professional with outstanding listening, oral and written communication, and interpersonal skills, who is ready to join a dynamic team
- A startup utility player who gets energized from a mix of outbound prospecting, tailoring web demonstrations to customer needs, disciplined follow-up, and managing the pipeline
- A drive to close prospects over the phone and in person

In addition to prospecting and closing, startup sales requires a mix of business development and customer validation to refine a repeatable and scalable sales model. The role will focus on direct sales to end customers and sales to channel partners. Additional duties will involve working tradeshows and occasionally working on projects that support sales, like lead generation marketing programs.

CallerReady still acts as a startup so the selected individual will need to bring structure and discipline to the sales pipeline, while still being flexible and nimble enough to quickly adapt, change course and exploit new opportunities. Must be comfortable being self-disciplined in what may feel like a loose virtual office environment relative to a mature business.

Responsibilities:

- Responsible for prospecting and qualifying new sales leads – cold calling and emailing required to set weekly appointments
- Nurture prospects through regular follow up and contact
- Build, develop and manage a qualified sales funnel of opportunities.
- Accurately record call activity and appointments into a CRM
- Close prospects over the phone
- Present quotes and negotiate terms of service via phone and web-meetings
- Be responsible for achieving monthly, quarterly and annual sales goals
- Schedule and perform web demonstrations
- Travel to larger customers and industry conventions to close accounts
- Provide feedback to product management about customer needs, product deficiencies, pricing policies, and competitive threats

Qualifications:

- Experience growing a book of business in a startup environment. Should have prior success in carrying a monthly/quarterly quota
- Ability to develop and work a sales pipeline with attention to detail using a sales management tool
- Have consistently demonstrated working a heavy call volume
- Must have experience in performing web demos
- Experience selling SaaS solutions and advertising/marketing technology highly desired
- Experience selling to VP-level executives and multiple levels of decision makers on large complex accounts
- Experience with performance marketing agencies selling leads and warm call transfers is a plus
- Highly effective communicator, stellar active listening skills, and the ability to tailor information to client's needs
- Ability to close in both smaller self-service sign-up accounts, and custom solutions for larger customers
- Comfortable with learning and discovery. Self-confidence to celebrate failure when it leads to iteration and pivots in finding the right product-market fit
- Agile enough to deal with daily change, operating “without a map”, creating the map and modifying as feedback from the market comes in
- Can operate effectively in a virtual office environment, can prioritize and solve problems proactively
- High attention to sales metrics, e.g. understanding them, providing timely updates, assessing probability of closing
- Ability to handle stress, work as a team, and thrive in a no walls, high energy, team room environment full of smart people
- Ideal candidate will have gone through a solid sales training program
- Some travel required including overnight stays

When applying, please include your preferred salary structure and your most recent compensation.