

\$22/HR.

Link to submit resume:

<https://boundless.bamboohr.com/jobs/view.php?id=6>

Job Title and description:

Inside Sales

Boundless is looking for a savvy promotional product professional for a part-time contract role. This Inside Sales role will be part of a stable and growing team which utilizes technology to streamline many of the infrastructure requirements to support a rapidly expanding promotional sales team. The ideal candidate will have a desire to learn, a positive attitude, and be able to function in a fast-paced environment. This position will report to sales affiliate, Stephanie Wheeler.

Essential Functions

Consultative & Relationship Selling

- Assess client needs and identify products and solutions
- Work with client to gather project details
- Work with Vendors with virtual, specs
- Develop quotes and proposals for team
- Enter and manage orders
- Provide and manage ongoing reports

Turn Transactional Customers into Long-Term Accounts

- Convert new prospects into repeat customers: Stay in touch, set reminders to say hello, etc.
- Help drive portal adoption (share other product options in addition to what they're shopping for)
- Help Account Manager identify new prospects inside existing accounts

Job Specifications

- Relevant promotional product industry experience
- Creative, natural problem solver, with strong analytical skills
- Team-player and strong communicator, with proven ability to effectively collaborate with Vendor Base
- Self-motivated to meet project deadlines
- Demonstrated ability to prioritize and make independent judgments
- Quick learner with proven ability to learn new applications
- Strong computer skills and knowledge of Microsoft Office programs (incl. Outlook, Word, Excel, PowerPoint)
- Graphic design skills a must (i.e. proficient in Adobe Suite)
- Basic knowledge of CRM Salesforce
- Ability to handle multiple daily tasks; adapting to different job functions as required
- Great Attitude!

