

INSIDE SALES REPRESENTATIVE

Would you love to be a part of a high energy, fun team environment? If so, read on!

Blue Sky Marketing Group, headquartered in **Northbrook, IL** is a full service marketing agency specializing in premium promotional products and apparel. We have been providing a diversified client base with advertising and branding solutions for over 20 years. Blue Sky's values and relentless pursuit to guarantee client satisfaction has separated us from our competition and has given us our innovative, creative edge.

We are seeking enthusiastic, customer-focused individuals! In this role, you will use your strategic selling skills and in-depth knowledge of company products and services to build relationships with our customers. This is a great role for those who are self-starting and enjoy a fast-paced work environment. The focus of this role is to develop potential clients and close sales.

Responsibilities include:

- Call and email potential and existing customers to qualify leads and close business
- Offer, quote, and close prospective customer sales using knowledge of company products and services
- Handle inbound sales leads and convert into sales
- Manage lists of prospective customers for use as sales leads, based on information from a variety of sources
- Overcome technical and business objections of prospective customers
- Research and attain subject knowledge on products
- Build and maintain customer relationships
- Prepare reports of business transactions
- Prepare and present business proposals and reviews
- Capture customer and project information, including budget and timing for future follow-up into our CRM system
- Provide product demos or samples to qualified customers on request
- Act as a backup to team members as needed

Qualified candidates will be strong team players who quickly learn new solutions. You enjoy partnering with internal and external stakeholders and are a savvy and passionate and steadfast in exceeding revenue and profitability commitments and possess the following:

- At least 1-2 years' experience in a sales environment
- Bachelor's degree is preferred
- Strong individual motivation, organization, time management, decision making & multi-tasking skills combined with the ability to problem solve individually
- Ability to produce results on a day to day basis
- Ability to overcome multiple objections during a sales call combined with strong interpersonal skills and demonstrated ability to persuade others

Please apply online at: <https://rrhrsolutions.applytojob.com/apply/9J5QevAuMc/Inside-Sales-Associate?source=PPAI>

All qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, sexual orientation, gender identity, national origin, protected veteran status, disability, or any other basis protected by federal, state, or local law