



<https://sales-executives.com/job/sales-associate-digital-marketing-solutions-inside-sales/>

Sales Associate

Description

Exciting opportunity with the fastest-growing portal in their industry! Our client has over 20 years' experience in establishing several growing digital marketplaces. With their latest vertical market, they are disrupting a decades long industry. As a sales associate in this newly established team in Richmond, Virginia, you will get in on the ground floor with a company ripe with advancement opportunities. Income opportunity is **\$130,00** OTE and uncapped commissions.

Our client is the fastest-growing in their industry, and they are driven to be #1. They have 20+ years' experience in leading and growing digital marketplaces, and we pride ourselves on continually improving, innovating, and setting the standard for property search and marketing experiences.

We have been living and breathing the world of digital information and online marketplaces for over 35 years, giving us the perspective to create truly unique and valuable offerings to our customers. We've continually refined, transformed and perfected our approach to our business, creating a language that has become standard in our industry, for our customers, and even our competitors.

Responsibilities

Relationship Management – Develop strategic relationships with customers to drive advertising revenue through a subscription model and be an essential component of their strategic marketing plan

New Business Development – Conduct outbound phone calls to prospect for new opportunities through cold calling and other proactive outreach methods to develop a sales pipeline and close new business

Educate customers on the value of Homes.com through virtual demonstrations

Initiative/Action Oriented – Meet and exceed monthly sales goals and performance metrics

Teamwork – Partner with colleagues to drive Homes.com revenue

Customer Focus – Develop strong customer relationships by delivering outstanding customer support through regular communication, sharing valuable insights, and offering appropriate solutions

Live the CoStar Core Values

Qualifications

Basic Qualifications:

Bachelor's degree required from an accredited, not-for-profit college or university

Minimum of two years in a B2B sales role, with preference for selling digital marketing and advertising or selling to the residential real estate industry

Proven track record of success in a corporate sales environment, exceeding sales targets and meeting all KPIs

Experience managing and growing customer relationships through the entire customer life cycle, including contact and pipeline management

Proven track record of commitment with previous employers

Minimum one year experience selling to customers in a virtual environment by conducting live demonstrations

Internal candidates must meet internal mobility guidelines

Hiring organization

Sales Executives

Employment Type

Full-time

Industry

Marketing/Advertising

Job Location

Richmond, Virginia

Date posted

October 1, 2024

Preferred Qualifications and Skills

Excellent written and verbal communication skills
Energetic team contributor with a great attitude and competitive spirit
Driven, results oriented and enjoy working in a team environment
Ability to analyze data and provide strategic insights to customers
Flexible and adaptable to changing situations at a high growth company
Self-starter who can work within a team environment as well as independently, while being highly organized with a strong attention to detail
Ability to be flexible and adapt to changing situations at a high-growth company.
Evidence of strong academic performance in college

Job Benefits

As a sales associate in this newly established team in Richmond, Virginia, you will get in on the ground floor with a company ripe with advancement opportunities. Income opportunity is **\$130,00** OTE and uncapped commissions.

Contacts

If you have the above qualifications, please forward your resume in WORD to cindy <at symbol>sales-executives.com.