



Sales Associate

New Business Development Dept., Sales Division

Job Summary

The Sales Associate is responsible for sales activities with new customer accounts in the early stages of the sales process. Works in a collaborative effort to identify and analyze new prospect requirements and strategic business objectives, including qualifying decision makers, budget, modules of interest and implementation timeframe. Responsibilities include prospecting for new clients via outbound calling campaigns, database management, prospect qualification processing and working with other staff on the New Business Development team in a variety of ways to consistently meet and exceed monthly, quarterly and annual sales goals and objectives.

Requirements

Four-year degree required OR high school diploma/equivalent and at least 2 years of previous sales or telemarketing experience required. Preferred experience would ideally be in the technical or public works/municipal government marketplace. A high level of organizational skills and attention to details are required. Ability to multi-task and work on many priorities from several areas is needed. Must have the ability to understand and communicate complex business needs and propose corresponding technology-based solutions along with the ability to present and demonstrate technology solutions to individuals and groups. Demonstrated proficiency with automated office tools including Microsoft CRM, PowerPoint, Word, and Excel, as well as web meeting technology is required. Self-motivated, results-oriented individual with a high degree of energy and competitiveness balanced with impeccable integrity and a personable demeanor is sought. Rare travel (0-15%), but in some cases may accompany Sales personnel to client demonstrations/meetings or trade shows/seminars.

CARTEGRAPH EMPLOYEE BENEFITS

Competitive wage, group medical insurance with low deductible, free long-term disability insurance, free life insurance, Flexible Spending plan, paid time off (PTO) first year and beyond, 401(k) plan w/employer match, AFLAC voluntary benefits, free parking, team-oriented work environment, career opportunities, and promotion from within.

If you are interested in a career at CartêGraph please submit your resume to careers@cartegraph.com.