



At GoGPS we are invested in your success. We want you to have a job you are genuinely excited about, as well as opportunities to learn, grow and challenge yourself. If you are passionate about Sales and are looking to gain experience and start building a career then this role is for you.

This is a business-to-business outbound sales position. You will be responsible for qualifying leads sourced via inbound and outbound lead generation channels, including leads generated through the web. You will close new business using a consultative selling approach to small and medium size businesses within an assigned territory. There may also be times when you will also be responsible for performing outbound lead generation activities such as sending emails and making cold calls to a target list of prospects. You will have monthly, quarterly, and yearly sales targets as well as other predefined performance metrics.

#### **Responsibilities:**

- Achieve sales and revenue goals by developing and building relationships with prospects.
- Learn and master the GoGPS product, services and sales process.
- Spend a majority of your business day on the phone doing demos , following up and nurturing prospects ,
- Identify a prospect's business needs and their business processes then communicate solution to resolve the business needs.
- Properly position our solution vs. our competitors.
- Provide customer feedback to marketing and service team to ensure our long-term competitive edge
- Qualify & develop inbound leads generated via the web or incoming calls

#### **Core Competencies**

- Dedicated, motivated and hardworking people to join our team.
- Enthusiastic, energetic and positive
- Have previous sales experience
- Familiar with closing business over the phone.
- Want to be a part of a winning team
- Able to provide amazing customer service
- Are great a proven problem solver
- Have phenomenal communication skills
- Proven track of the sales performance.

#### **Desired Skills and Experience**

- A college degree in business or equivalent experience.
- At least two years business-to-business outbound sales experience
- Worked in a fast-paced, sales focused and results driven environment.
- Met or Exceeded the quota for the last year
- Worked in a solution selling environment and managed your sales cycle from qualification to close.
- Positive and energetic phone skills, great listener and have the ability to write compelling follow-up emails.
- The ability to identify the needs of prospective customers and build relationships quickly over the phone.
- Familiar with an internal CRM system

**PLEASE EMAIL YOUR RESUME TO [EMPLOYMENT@GOGPS.COM](mailto:EMPLOYMENT@GOGPS.COM)**