



## Sales Consultant

### ROLE AND PURPOSE

The Sales Consultant, reporting to the Director of Sales, sells subscriptions to the Brivity Virtual Assistant service using technical, organizational, competitive, and customer knowledge to influence customers and consult with them on how to leverage our service to meet their business goals and result in revenue generation and ROI.

### DUTIES AND RESPONSIBILITIES

- Close sales to prospective clients adhering to our high performance standard of productivity including lead follow up and outbound calls.
- Meet aggressive sales volume and profitability goals.
- Provide information about Brivity VA services by developing mastery of company offerings including the Brivity Platform and it's evolving features.
- Manage, organize, and update Brivity's database as a result of our lead generation efforts, events, as well as inbound and outbound sales efforts.
- Provide consultations via webinar to prospective clients which result in sales standards being met consistently, every day, week and month.
- Communicate regularly with company leadership about forecasts.
- Implement sales initiatives, strategies and programs.
- Follow up with customers to ensure satisfaction , produce referrals and add-on sales opportunities.
- Perform all other Business Development selling duties as assigned.

### SKILLS & COMPETENCIES

- Proficient with computers, emails, smartphones, and the web.
- Excellent written and verbal communication skills.
- Highly organized with extreme attention to detail.
- Ability to work independently and handle shifting priorities.
- Highly motivated by a growth and coaching culture.
- Entrepreneurial spirit and highly accountable.
- Operates with a sense of purpose, urgency and ownership.
- Highly proficient level of professional skill and/or knowledge in sales. Stays current with thought leaders in sales strategy and tactics.
- As outlined by WA state safe COVID guidelines must work in Bellingham office

## QUALIFICATIONS

- 2-3 years sales experience
- Experience working in real estate-related businesses preferred but not required.
- Strong working knowledge of Google Apps and Microsoft Office applications. Salesforce, hubspot, or other CRM background a plus.

## POSITION TYPE AND EXPECTED HOURS OF WORK

This is a full-time position; Base salary and commission is based on a 40hr work week. In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire. As a policy, the Ben Kinney Companies company does not sponsor employment visas.

Ben Kinney Companies Tech Division is an Equal Employment Opportunity employer. All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, or national origin.