



## **Digital Marketing Inside Sales Representative**

SocialSEO – Colorado Springs, CO

Colorado's oldest and largest Internet Marketing Firm is looking for the ideal candidate to be a part of our growing sales team. This position would sell Internet Marketing Services (SEO, PPC, SM, etc.) to other businesses through OUTBOUND calling efforts and inbound marketing leads. We have a Great Culture, in a Class-A building, with Class-A people!

Roles and responsibilities include, but are not limited to the following:

### **Responsibilities**

- Hit or exceed your monthly new revenue quota
- Work closely with your Account Manager to onboard clients
- Make 40-60 phone calls per day to assigned leads
- Run call and email campaigns to generate new sales prospects
- Occasional Face to face meetings with potential clients
- All other duties assigned

### **Compensation**

Compensation includes a base salary plus uncapped commissions paid monthly. Minimum expectations of position would yield \$40,000 to \$45,000 annual compensation, with above average performers making \$50,000 to \$65,000 total compensation.

### **Required Skills/Characteristics**

- Knows the basics of Internet / Digital Marketing (SEO, PPC, SM, etc.)
- Has sold SEO in the past
- 1-5 years of experience in Lead Generation or Sales (preferably hunter sales roles)
- Knows Cold Calling / Phone work – loves it - High need for achievement. Loves to compete and win
- Enthusiastic and optimistic. Unfazed by rejection
- Experience working with SalesForce.com
- Experience working and succeeding in a quota and goal driven environment
- Easily builds rapport and establishes relationships with prospects
- Listens patiently. Will probe and clarify to get a real sense of customer's needs
- Resourceful. Goes over, under, around and through obstacles to achieve success

Job Type: Full-time

### **Required experience:**

- B-2-B Telephone Sales Skills
- Digital / Internet Marketing Sales Experience