



Sales Representative (Inside Product Sales with Account Management)

Reports To Director of Sales

FLSA Exempt - Full Time

City/State Remote based position

Description **GENERAL DESCRIPTION OF POSITION**

The Sales Representative will be a high-performer helping us to meet our revenue growth targets by keeping CGI competitive and innovative. This position will be responsible for planning, implementing, and managing sales activities and objectives for CGI.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Achieve product revenue goals for assigned products and programs (monthly and annually)
- Conduct solicitations (calls, emails, product demos, etc.) for assigned products within territory
- Build relationships and generate sales leads through live and virtual conference exhibition
- Ensure customer satisfaction across multiple products while driving increased engagement with additional products and programs through account management, cross-selling, and up-selling current accounts
- Manage initial solicitations, business development, contracting, partnerships, collections, and invoicing for multiple products and programs within an assigned territory
- Facilitate contracts and agreements for assigned products.
- Serve as initial point of contact for all cross-product implementation needs and ensure smooth transition to appropriate Account Management
- Recommend budgetary expenses and revenue projections as related to sales strategies to appropriate internal stakeholder

Requirements **EDUCATION, SKILLS, AND EXPERIENCE**

- Bachelor's degree from an accredited university
- A minimum of five years' experience in Business to Business solutions-based selling
- Experience in all aspects of planning and implementing sales strategy
- Proven experience in customer relationship management
- Knowledge of market research and a commitment to stay abreast of industry trends
- Analytical skills (evaluate reports and data to determine opportunities for improvement/growth)
- Professional presentation skills (written, oral, and interpersonal)
- While performing the duties of this job, employees are regularly required to sit, walk and stand, talk or hear, both in person and by telephone, use hands repetitively to handle or operate standard office equipment; reach with hands and arms; and lift up to 25 pounds



PREFERRED QUALIFICATIONS

- Graduate-level degree in business preferred
- Experience and/or knowledge of the association management, healthcare industry and/or case management field
- Experience and/or knowledge of database management and CRM/Salesforce
- Background in solutions-based, consultative selling
- Business to business (B-to-B) related sales experience
- Trade show exhibition experience

COMMUNICATION AND CRITICAL THINKING SKILLS

- Ability to read, analyze, and understand general business materials and contracts;
- Ability to speak effectively before groups of customers;
- Ability to solve practical problems and deal with a variety of known variables in situations where only limited standardization exists.
- Ability to interpret a variety of instructions furnished in written, oral, or diagram formats.

SOFTWARE SKILLS REQUIRED

- Proficient: Microsoft Word, Excel, Outlook, PowerPoint
- Intermediate: CRM/Contact Management

EXPECTED TRAVEL

10% - 20%

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EQUAL EMPLOYMENT OPPORTUNITY

CGi is an equal opportunity employer and values diversity. All employment is decided on the basis of qualifications, merit and business need.