



## Sales Representative (Inside Product Sales with Account Management)

<b>Reports To</b>	Director of Sales
<b>FLSA</b>	Exempt - Full Time
<b>City/State</b>	Little Rock, AR or Nashville, TN
<b>Description</b>	<p><b>GENERAL DESCRIPTION OF POSITION</b></p> <p>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.</p>

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Achieve product revenue goals for assigned products and programs (quarterly and annually)
- Achieve annual subscriber-base and membership goals for assigned products and territories
- Conduct solicitations (calls, emails, product demos, etc.) for assigned products within territory
- 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
- Partner with Marketing to drive inbound business inquiries and customer engagement
- Facilitate contracts and agreements for assigned products
- Lead implementation for new subscribers
- Serve as point of contact for all account management needs and develop a pro-active touchpoint solution to ensure subscriber satisfaction
- Recommend budgetary expenses and revenue projections as related to sales strategies to appropriate internal stakeholder

<b>Requirements</b>	<b>EDUCATION, SKILLS, AND EXPERIENCE</b>
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- 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.