

Sales Representative

Sales Representative Master the craft of sales while positively impacting businesses of all sizes. Gain invaluable foundational and transferable sales skills while supporting Your Clear Next Step's growth, client retention, and profitability while also growing your own skills set. Work with a growing and successful small business that connects individuals to the training, coaching, and resources they need.

Work with an Innovative Leader For over 13 years, Your Clear Next Step has been making communities better by helping people have better workdays. We serve any person in a position to advance their own career or the career of others, in the English-speaking world, who values others, works hard, and invests in getting *even better*.

Experience you will gain Our Sales Representatives will develop mastery in the of Your Clear Next Step (who we are, our customers, our technology, processes, and resources, and our products) and Sales (foundations, adapting communications, the sales cycle, routines, and measurements), and gain meaningful connections that will last a lifetime.

Responsibilities:

- Identify and seek out new target markets and new target customers and convert those potential customers to paid customers
- Build and maintain relationships with new customers, with a bias for customer engagement and account growth
- Connect potential customers with the YCNS training, coaching, and resources that best meet their needs
- Achieve sales and growth targets consistently
- Work with Director of Sales to develop sales strategy
- Plan, organize, and maintain daily work schedule to produce results
- Maintain detailed and timely records using HubSpot CRM tool
- Actively and positively represent YCNS in our target market through workshops, professional publications, personal networks, and participation in professional networking events and professional associations.
- Maintain effective communication with the YCNS team
- Actively and positively participate in YCNS team-wide efforts

Qualifications:

- Bachelor's degree from an accredited college or university
- Three years of industry/B2B/B2C sales experience – preferred
- Proficient in Microsoft Suite (Word, Excel, PowerPoint, and Outlook)
- Basic familiarity with CRM tools and willingness to learn HubSpot sales and contact management technology
- Professional Development sales experience a plus
- Self-starter, self-management
- Prospecting
- Lead management
- Delighting the customer
- Relationship building
- Communication
- Overcoming objections and closing
- Sales pipeline management
- Product knowledge
- Presentation and speaking
- Client relationships
- Flexibility and adaptability

Please prepare a resume and cover letter giving reason for your interest in Your Clear Next Step's Sales Representative position and how you are a good fit for the company's core values. Email to: contactus@yourclearnextstep.com