



Sales Development Representative

Letter from Inspired Results' CEO, Amy Tiller:

Are you passionate about innovation and solving client needs? Do you thrive in a fast-paced, collaborative environment? Do you want to help conquer a new frontier for an entire industry? If so, read on!

The Sales Development role within Inspired Results cultivates and develops client relationships. To you, clients are the highest priority. You will always look out for our clients' best interests by staying dedicated to continuous improvement, transparency, open communication, and proactive problem-solving.

What's our ultimate secret to success? We hire A-players who are the right fit for our company, placed in the right fit role, and given the freedom to drive results. Inspired People are our not-so-secret weapon to success and client happiness. We know that we are all stronger when we help each other, recognize each other's contributions, and help to support our teammates – every step of the way.

At the heart of this role is someone passionate about delivering inspired, customer-focused solutions. Our teams oversee every step of the process, from concept and design, through development and deployment, and across the support life cycle. Your industry expertise will help to guarantee success!

If you're looking to work at a company that's unlike any other, read on learn more about the position and consider being a part of our brand management revolution!

Best,

Amy Tiller
Chief Executive Officer

ABOUT INSPIRED RESULTS

What we do (in a nutshell)

Inspired Results is leading the brand management revolution. We've spent 60 years mastering the print and promotions lifecycle – and apply this expertise to advance marketing, boost business, and increase your bottom line. Our service-obsessed team is committed to creating comprehensive brand solutions and evolving our industry as a whole.

In short, we simplify the execution of our clients' brands through print, promotional, fulfillment, and integration solutions.

Our guiding principles

One powerful word describes Inspired Results' mission: Partnership.

Partnership is the epicenter of our business. This means we listen to our clients, making every effort to wow them by delivering remarkable service. Inspired Results is fanatical about anticipating and delivering comprehensive solutions that will help our clients thrive.

Inspired People live our values every day – we live and breathe our core tenets. In every action we take, we aim to Inspire by Excellence, Empower by Accountability, and Define by Results.

Our ultimate vision is to lead the brand management revolution. We're blazing new trails for our industry by creating innovative, inspiring solutions for our clients. We dare to be pioneers by continuously evolving and vowing never to accept the status quo – while always protecting our clients from risk. To us, innovation means leading by example and inspiring others to follow in our footsteps.

Ready to jump in?

We believe in innovation powered by people: our abilities to anticipate, scale, react, and respond all stack up to bring inspired results to our team, our customers and our suppliers.

Are you ready to be part of this equation? Read more about what it takes to be part of our team!

Are you our ideal Sales Development Rep candidate?

As the Sales Development Rep. you will seek new business opportunities to boost sales and contribute to our long-term business growth .

To be successful in this role, you should have previous experience developing leads from warm and cold client lists, customer and employee referrals, and marketing campaigns. You will use your communication skills to cultivate strong relationships with customers, from first contact until the deal is closed. You will also ensure proper sales hand-off to the solutions and service teams. If you are motivated and results-driven, and enjoy working in a team environment, we'd like to meet you.

Our ultimate goals for you:

- Build and maintain long-lasting partnerships through a consultative selling approach, supporting all our business lines – print, promotional, and fulfillment, and technology integration.
- Secure 1.5MM in new business within existing account or new account in the next 12 months
- Acquire a foundational understanding of our full range of products and services to meet the needs of the potential customer.

Responsibilities

- Conduct outbound/cold call engagements and develop leads for the solution and service teams. Ramp to expected 60-80 outbound calls/day in 30 days.
- Contact previous and potential clients through cold calls and emails.
- Present our company and solutions to potential clients.
- Be creative and implement activities to contact new customers and generate new business.
- Ensure handoffs to sales are successful and exceed customer expectations.
- Ensure engagement with internal partner(s) is frequent and bi-directional to drive growth.
- Accurately forecast and track leads & activities (calls, emails, meetings).
- Qualify leads from marketing campaigns as sales opportunities.
- Identify client needs and suggest appropriate products/services.
- Customize product solutions to increase customer satisfaction.
- Build long-term trusting relationships with clients.
- Proactively seek new business opportunities in the market.
- Set up meetings or calls between (prospective) clients and solution experts.

The must-have traits for our dream candidate:

- Track record of achieving sales quotas
- Familiarity with MS Excel (analyzing spreadsheets and charts)
- Experience with CRM software
- Understanding of sales performance metrics
- Excellent communication and negotiation skills
- Strong customer service orientation
- Driven and goal-oriented

- Focused sense of urgency and commitment to complete tasks
- Able to work under pressure and close deadline
- Ability to prioritize, willing and able to make difficult decisions
- Strong communication skills at all levels of an organization, with both business and technical team members internally, with clients and suppliers
- Comfortable with taking calculated risks
- Strong presentation skills
- Excellent negotiation and sales skills

To be qualified, you'll need this experience in your back pocket:

- Degree in Business Administration, Management, or related field preferred, but not required
- 3-5 years as a sales professional
- Demonstrated success selling and managing client relationships in high-growth organizations
- Experience with print and or promotional solutions
- Exceptional verbal and written communication skills
- Advanced computer program skills like Microsoft Word, Excel, etc.

Beyond a fulfilling career and an exciting culture, we offer:

- Competitive compensation
- Comprehensive benefit programs

Ready to get started? Let's go!

Contact Amy Tiller by email: amy@inspirenw.com