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Inside Sales Account Executive – Midtown Atlanta

Preparis provides businesses with a new way to protect their people, operations and shareholder value from 21st century threats. Our web-based solutions deliver best-in-class preparedness content and services that safeguard a company's most important assets. We use leading edge technology to rapidly deploy critical information and programs to a company's management and employees.

We are seeking a highly motivated Business Development Manager (revenue generating) to join our growing team working in our Midtown office.

Job Description:

As a member of Preparis' sales team, you will be provided lead generation from telemarketing and from a variety of marketing tools. Using the resources provided, you will engage with prospects to communicate our value proposition and ultimately transform them into clients.

Primary Responsibilities:

- Qualifies, presents, negotiates and closes new business
- Demonstrates Preparis' solution to prospects via web conferencing (Gotomeeting)
- Works closely with sales leadership team to identify potential obstacles and drives issues aggressively to resolution
- Tracks and communicates around project progress, both formally and informally.
- Updates Salesforce.com records

Additional Responsibilities:

- Quickly acquire a thorough understanding of our products and services in order to better represent us and ensure optimal utilization by our clients.
- Propose new ideas for process improvement in areas related to client services (or other areas of the company)
- Cold calling for new business
- Up sell current clients
- Work closely with lead generation and marketing departments.



Essential Duties:

- Call prospects to gain information on their business preparedness needs
- Schedule and present online demonstrations
- Meet or exceed monthly quota by closing new business
- Represent the company to clients and prospects in a professional manner
- Communicate effectively with peers and other Preparis personnel
- Respond quickly and efficiently to sales related questions
- Work in our Midtown office (minimal travel required).

Required Skills

- Previous revenue generating inside sales experience within a technology, business services or software services environment (B2B)
- Ability to plan and carry out responsibilities with a high level of autonomy
- Demonstrated ability to meet or exceed established quantitative goals
- Strong presentation skills and familiarity with web marketing tools
- Familiar with SalesForce.com or other CRM
- Ability to quickly build a rapport with prospective clients

Compensation

- Base salary plus commissions
- Medical benefits

If you are seeking to be part of an entrepreneurial adventure in a “roll your sleeves up” environment which rewards initiative and creativity, then we would love to hear from you.

To apply for this position, please send resume and cover letter to jobs@preparis.com