**Junior Sales Consultant:**

**About the Company**

As a Sales Account Manager, you’ll work closely with our seasoned sales team, gaining hands-on experience in sales, client communication, and project management. This role is designed for those with a passion for sales and a drive to succeed, offering exciting growth opportunities, including a clear pathway to becoming a National Account Manager.

**About the Role**

Essential Duties May Include

* Reporting directly to the Director of Sales, you’ll support sales efforts and contribute to driving revenue growth. Key responsibilities include:
* Front-End Prospecting: Shadow senior team members while learning to Identify and engage potential clients, in a Nationwide setting, creating a robust pipeline of opportunities.
* Sales Support: Shadow senior team members on sales calls and travel, mastering cold calling and deal-closing techniques.
* Lead Conversion: Actively follow up on leads from senior team members to convert them into clients, demonstrating value through consultative selling.
* Closing Deals: Shadow senior team members while learning to confidently present proposals, address client concerns, and close deals within your first year.
* Client Communication: Maintain consistent and professional communication with clients, fostering strong relationships.
* Operations: Gain hands-on experience in understanding and managing the back-end operations of the business, including processes, systems, and workflows that drive organizational success.
* Bid Preparation: Shadow senior team members in order to gain knowledge on compiling pricing proposals, update bid calculations, and prepare comprehensive bid packets to win new projects.
* CRM Management: Learn to accurately maintain client and prospect data, leveraging reports to identify new opportunities.
* Sales Targets: Shadow a seasoned team member to learn how to consistently meet or exceed sales goals, driving business growth and building foundational sales expertise.
* Problem Solving: Address client and project challenges with creative and effective solutions.7

**Knowledge, Skills, And Experience Needed**

To excel in this role, you’ll need to be sales-driven, eager to achieve sales goals and thrive in a performance-based environment. Proactive and motivated to identify opportunities and take initiative to close deals while providing clear communication in order to build relationships and presenting value to clients. An ideal candidate for this position must be able to stay organized, manage leads, follow-ups, and client accounts efficiently.

**Required Qualifications**

* 1-2 years of experience in sales, account management, or project support (preferred).
* Proven ability to prospect, present, and close deals.
* Strong communication and negotiation skills.
* Proficiency in Microsoft Office and CRM systems.
* High school diploma required; some college preferred.