**Sales Associate**

**Job Description**

**Roles and Responsibilities**

* Establish strong relationships with structured settlement recipients
* Determine customers’ financial needs and create financial solutions
* Exercise diligence in planning, following up, and closing deals by working with clients to facilitate the timely closing of the transaction
* Consistently perform the required daily activities to build a robust pipeline of qualified opportunities
* Continually add new prospects to pipeline to grow sales volume incrementally
* Close a minimum of 2-3 sales each month

**Qualifications**

* 2-5 years of Inside Sales experience with heavy phone call volume
* Extensive sales background with provable track record of closing deals and handling high call volume
* Strong embracing personality that translates well in outbound calling
* Persistent problem solver who can forge relationships both over the phone and in person
* Driven to meet goals, generate results, and overcome objections
* Advanced business acumen and understanding of sales
* Successful negotiation, presentation, and problem-solving skills
* Accurate and professional written and verbal communication
* Demonstrated customer service orientation
* Ability to think and act independently within a fast paced multitask driven environment
* Strong organizational and planning skills
* Proficient in Microsoft Office software and ability to use company CRM
* Bilingual is a plus