

Mindshare Technologies has an immediate opening for a Sales Director. Mindshare provides real-time customer phone and web surveys with actionable reporting to help companies understand, monitor, and improve their customer's experiences. Mindshare is growing rapidly and provides a dynamic, action-oriented environment for energetic, passionate, and motivated self-starters.

**JOB TITLE: Sales Director (East Region)**

**JOB DESCRIPTION:**

Mindshare has an exciting opportunity for a self-motivated, sales professional located in the Eastern US. This will be a home-based position.

This position is primarily responsible for selling Mindshare's contact center feedback solutions to business and industrial establishments or individuals by performing the following duties:

**ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Identify prospective customers for sales, based on information from marketing efforts, personal contact, and other sources.
- Contact potential and existing customers to maintain relationships, qualify leads, and sell products and services.
- Handles inbound/outbound sales lead calls to convert calls into sales.
- Overcomes technical and business objections of prospective customers.
- Provides product presentations to qualified customers on request.
- Emphasizes salable features, quotes prices and credit terms, and presents contract to clients.
- Work with account manager to estimate date of delivery to customer, based on knowledge of own firm's production and delivery schedules.
- Coordinates customer training as needed and works with account manager.
- Builds and maintains customer relationships.
- Investigates and resolves customer problems with deliveries.
- Travels to attend meetings, conferences, and customer visits as needed.

**QUALIFICATIONS:**

- To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- Must have experience successfully selling contact center software solutions.

**EDUCATION AND/OR EXPERIENCE:**

- Bachelor's degree (B. A.) from four-year college or university; or one to two years related experience and/or training; or equivalent combination of education and experience.