

Overview:

As an Outside Sales Professional, the role is responsible for driving revenue growth and bringing in new business prospects to our company. This role is to, Establish appointments with business owners to sell Deeptree's services, by Prospecting face-to-face and over the phone, then to Deliver powerful presentations to decision makers in our marketplace.

Essential Duties:

- Prospect and find new potential customers, on an ongoing basis.
- Constructively qualify new leads into the sales funnel, with each opportunity.
- Travel to and from client sites to deliver articulate sales presentations.
- Respond to all sales leads within the required response time and work to solidify and close the sale.
- Overcome customer objections, issues or concerns as necessary to solidify the sale.
- Assess customers' needs and identify the product/service that best meets the customer's needs.
- Possess the ability to ensure the post-sale handoff to onboarding team members is performed quickly and respectfully.
- Gain a full understanding of all Deeptree service offerings and effectively
- communicate this information to prospects, clients and internal parties.
- Continually learn all aspects of all of the products and services offered by Deeptree.
- Work with the Sales and Marketing Department heads, to remain aligned on initiatives planned for Deeptree.
- Plan to network in social environments, from Webinars, Lunch & Learns and Civic Engagements as directed.

Why work with Deeptree?

Yes, we have a stack of Employee Benefits and Perks. In today's market, nearly everyone does. We go beyond benefits in that from Day One, we will provide you a Training Road Map and then, we will empower you with the tools you need to succeed. We offer an excellent compensation and training plan to make your professional aspirations, come to life.

Ready to claim this opportunity?

Good, there is no greater time to make your mark in our community, than NOW. Apply today and make sure that your resume depicts your successes and experiences.

--

Michael Levesque
Chief Technology Officer
Direct:907-206-2374
Office:907-746-1101
E:michael@deeptree.tech