

Position: Inside Sales- Demand Creation Consultant

We are looking for energetic, hard-working, professional Inside Sales/Demand Creation Consultants as we expand our rapidly growing team.

OppSource.com has developed a creative and unique demand generation approach that creates demand, captures leads, engages prospects and positions our customers as a trusted resource. Generating and nurturing leads into sales opportunities is what OppSource.com is all about. We call it The Pursuit of Demand™. Our lead management process is more personalized, cost-efficient and effective than the automation solutions offered by others. We provide an essential connection between marketing and sales that can significantly improve return on marketing investment.

As a Demand Creation Consultant, you will be working out of our office in Mendota Heights, MN.

Primary Responsibilities:

1. Ability to make 75+ phone calls per day and build relationships over the phone with top-level executives.
2. Ability to engage in 8-10 meaningful conversations per day with decision makers.
3. Ability to meet or exceed all monthly goals and metrics for each assigned program
4. Use strong verbal phone communication skills to engage targeted executive contacts with strategic value propositions.
5. Ensure that pertinent information gathered during call, client contact information and call information is input into the firm's contact/call management system.

Desired Qualifications:

1. Bachelor's Degree (required)
2. 2+ years out bound phone sales experience
3. Experience making 50-100 calls per day
4. Experience engaging in sales conversations over the phone
5. Technology sales experience a plus
6. Self- motivated
7. Ability to manage multiple projects simultaneously
8. Strong attention to detail
9. An aptitude for continuous learning and knowledge building.

If you are fluent in German or French you may have the opportunity to work on a program calling into international companies.