**Salesperson**

The Salesperson supports the Company’s Sales department through lead generation. This includes qualification of all inbound leads and targeting accounts utilizing outbound tactics to drive qualified opportunities for sales.

**Salesperson Responsibilities:**

* Proactively call into accounts by utilizing and maintaining our corporate CRM database.
* Help businesses understand and uncover how they can implement 3D printing into their workflow.
* Call on targeted account lists, build relationships with key decision makers within target accounts to identify project and business needs.
* Qualify inbound and outbound leads.
* Build and maintain strong relationships with the sales team through clear communication and follow-up.
* Maintain up-to-date and extensive knowledge of all products and service offerings.
* Achieve monthly pipeline and KPI goals set by sales management
* Actively participate in the innovation of new techniques and strategies for securing new accounts.
* Partner with other team members to prioritize accounts to target and prospecting efforts.
* Understand prospect needs and requirements.
* Establish and build rapport with all levels of decision makers.
* Remain knowledgeable on product and industry trends and updates.
* Track and maintain all data within the CRM system.
* Utilize an auto dialling system to achieve activity metrics.

**Salesperson Requirements:**

* An equivalent combination of education, training and experience will be considered.
* 1-3 Years of sales, phone-based lead generation, marketing or business experience preferred.
* A Bachelor Degree.
* Motivated self-starter with exceptional communication and interpersonal skills
* Flexible to adapt quickly and anticipates the challenges.
* Agility to learn and be coached.
* Passionate and thrives on challenges.
* Initiative to act quickly on business opportunities.
* Sense of urgency.
* Team player.
* Strong computer literacy, public speaking, and organization skills.