

Inside Sales/Account Manager

Compdata Surveys & Consulting is looking to hire motivated, high energy, quota achieving Account Managers. As an Account Manager you will be responsible for generating, qualifying, and closing new business while maintaining an existing client base. We are looking for individuals that are looking to take the next step in their sales career, possess excellent sales processes, are well organized, have the ability to multi-task, and consistently exceed their sales goals.

Key Priorities:

- Must possess an ability to develop strong business relationships, while creating a sense of urgency
- Must be able to collaborate in a team environment, while focusing on both team and individual goals
- Maintain high levels of prospecting activity and the ability to quickly establish credibility and trusted relationships
- Ability to sell to human resources and senior management by demonstrating exceptional product knowledge and problem solving skills
- Comfortable in a team selling environment
- Achieve/exceed monthly quota

Qualifications:

- 2+ years of inside sales, software sales is a plus but not required
- Proven track record, overachiever
- Strong written and verbal communications skills
- Ability to work in fast paced team environment
- The desire to exceed measurable performance goals
- Self-motivated

About Compdata Surveys & Consulting

For 30 years, Compdata (www.compdatasurveys.com) has provided pay and benefits information to thousands of HR Departments across the country. As a leader in our industry, our clients include some of the largest and most well-known brands in the U.S. Our consulting division provides expertise to companies on building successful compensation and benefits programs.

Team members enjoy a full benefits package including 401k, medical/dental/vision insurance, and paid vacation. Our business hours are Monday through Friday 8am to 5pm. Interested candidates should email a resume with salary history and expectations to HR.dept@compdatasurveys.com.

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