

Full Job Description: Selling Coach

Who We Are

At Absolute Sales Development we are an Elite Performance Center for Sales Teams. We are a dynamic and growing company with a great team of sales professionals who are passionate about helping our clients achieve their goals. We coach, train and mentor sales professionals, sales managers, and C-suite executives from small to large organizations – developing significant and lasting improvements in sales systems, business development, and management performance.

By integrating the Sandler Sales System with our highly effective training and unique consultative approach, we are challenging the traditional ways of selling and helping sales professionals change their habits and reach their stretch-goals.

Do you see yourself as part of this team? Read on.

Who You Are

You have a proven track record of success in sales, excellent communication and presentation skills, and a passion for helping others succeed. You are a results-driven individual with a positive attitude and a desire to make a real impact on our team. You possess the ability to sell in person and remotely as well as project an aura of confidence.

What the Role Is

The Coach will be responsible for

- Prospecting for new business and logging daily activity in HubSpot
- Brining inbound and outbound prospects over the line to close the deal
- Training / coaching clients
- Delighting clients
- Expanding within accounts

In This Role You Will

- Have a minimum high school diploma, some college preferred
- Exhibit excellent communication skills in English
- Must be able to work independently using Microsoft Office Suite and HubSpot
- Ability to work at least 8 hours each day, 5 days per week
- A positive attitude
- Experience and willingness to work in a team environment
- Excellent organization skills

The Fun Stuff

- Flexible PTO policy
- 401(k) Plan with Employer Match
- Absolute Sales Development is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.
- Job Type: Full-time
- \$30,000- \$60,000 Base salary per year + tiered commissions consummate with experience

Benefits:

- 401(k)
- Dental insurance
- Flexible schedule
- Health insurance
- Life insurance
- Paid time off
- Work from home

Schedule:

- Monday to Friday
- No nights
- No weekends

Experience:

- B2B sales: 1 year (Preferred)