



## Jaz'd! Openings for Sales Executives

### Responsibilities:

Candidates must thrive in a high energy environment. You must be driven for success and willing to invest the time and energy necessary to insure your success. Successful candidates will have a track record of consistently meeting sales quotas and a tireless work ethic.

### Job Requirements

- 1-5 years inside sales experience, direct quota carrying positions
- Experienced in outbound prospecting (50+ calls per day)
- 3+ hours of phone time each day
- Demonstrated stability in past sales positions (avg. > 24+months)
- “Street Smart” thinking (quick on feet)
- Good Intellect (i.e. understand domain, product value) – college degree a plus
- Cultural Fit (self starter, passionate, high energy, team player)
- Good communication skills - written, oral, active listening – “C” level capable
- Demonstrated Sales 101 Fundamentals
  - prospecting/cold calling
  - discovery process
  - Closing techniques (give to get, pregnant pause, etc.)
  - Proposal preparation

All candidates must have an income history and salary expectation consistent with positions pay scale.

Please email your resume to [salesjobs@jazd.net](mailto:salesjobs@jazd.net) to get Jaz'd!

