



## SALES CONSULTANT

Doers Wanted. Dreamers Encouraged.

Foresight Intelligence is an established company seeking an experienced Sales Consultant who thrives in a rapidly expanding start up product environment heavily focused on technology and innovation. Our successful candidate is a high-energy self-starter who embraces new challenges, has the ability to quickly build positive customer relationships at all levels of the organization combined with the fuel to ramp sales for a new, fast-growing product. Our Sales Consultant is goal-oriented and exudes confidence and poise in client interactions (on phone and in person). An outstanding listener with an enthusiastic, team-player mentality and the ability to learn and quickly adapt is a must.

REPORTS TO: Vice President of Operations

### POSITION SUMMARY

The Sales Consultant is responsible for penetrating target accounts, expanding product sales within the installed base, closing deals and working collaboratively with other members of the team. The Sales Consultant directly interacts with clients and prospects creating a solution that combines Foresight Intelligence professional services, software, telematics and infrastructure.

### Job Duties and Responsibilities:

- Develop a deep understanding of Foresight Intelligence platform offerings
- Listen and understand each customer's needs to provide real, effective solutions
- Develop sales leads and/or take existing sales leads, negotiate and close the deal
- Arrange and lead virtual and face-to-face prospect meetings to demonstrate Foresight Intelligence platforms to stakeholders
- Prepare engaging account presentations to create demand and expand account penetration
- Manage expectations through routine and thorough contact and communication with target markets
- Develop and maintain a pipeline of opportunities on a monthly, quarterly and annual basis
- Monitor and communicate target market information accurately to management
- Coordinate/utilize internal resources to broaden and deepen account relationships
- Work with management to develop compelling proposals and contracts on a timely basis
- Report activities, sales goal progress, and results accurately and timely each week to management
- Pursue professional and personal development to ensure adequate knowledge of the market and industries; incorporate into Foresight Intelligence solutions, as appropriate
- Maintain timely and accurate account documentation in Salesforce.com
- Participate in selected industry activities, tradeshows and out of state client meetings (requiring 25% travel)
- Perform other duties as required/assigned

### Minimum Requirements:

- Bachelor's Degree in Communications, Business or related area is preferred
- Minimum 2 years of sales experience in the realm of technology
- Ability to learn quickly and share that knowledge (training/demonstrations)
- Ability to establish and maintain excellent working relationships with prospects, customers and co-workers
- Proven pattern of success in technical consultative sales
- Successful record of managing a sales funnel
- Strong understanding of technology and multiple platforms and the ability to learn new technologies quickly (for example: IoT, Cloud technology and security, Web Services and API's, Big data and analytics, predictive analytics and telematics)
- Clear sense of integrity, work ethic and a sincere interest in building strong relationships based upon competency and trust
- Computer Literacy: Microsoft Office Suite and Salesforce.com or similar CRM
- Ability to carry out duties and responsibilities without supervision

COMPENSATION: Competitive salary commensurate with experience and abilities.