



Inside Sales (Territory Representative) – San Francisco, CA
Base Plus Commission. \$30K Base / \$47,700 On-Target Earnings (OTE)

We are looking for enthusiastic, sales driven people for our San Francisco office to sell Company's products and services. This is an excellent opportunity to take your career to the next level. Very few business-to-business products and services can be sold over the phone. We sell hundreds every month! We're growing and we want the best!

Do you have:

- At least six months cold-calling experience
- Proven ability to sell over the phone and close deals
- The ability to work in a team environment
- Excellent written and verbal skills
- A positive can-do attitude
- Proficient use of the Internet
- Proficient use of a sales database (preferred, not required)
- Eagerness to sell and to earn money
- A BA/BS degree
- Commercial real estate knowledge (not required)

Company employees enjoy a fun and casual, yet hardworking, company culture and receive competitive benefits including medical, dental, vision, 401(k) and stock options.

If one does well in the Territory Representative position they may be considered for a Territory Manager position within a year. In the Territory Manager position, they will be involved in the interviewing process and will coach/mentor some of the more junior Territory Representatives.

Company has 2.75 million registered users. The Territory Representative (Inside Sales) position is converting warm leads (people using their system for free) to paid subscribers. You will be given 50-70 leads/day and your job is to call all of them to discuss the benefits of upgrading their membership to a higher level membership. A standard package would be a 3-month subscription but some join for one month and some for longer. This Territory Rep position can grow quickly to a Territory Manager position if you are in the top of your class. A new class starts at the beginning of each month. 50% of the job is speaking with someone to perform a needs analysis. You will be using Salesforce.com as a CRM. We like to promote from within and are publicly traded.

Contact:

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