



Position Title: Sr. Sales Consultant

The Senior Sales Consultant is responsible for meeting and exceeding monthly and annual sales goals through inbound and outbound calling efforts to prospective customers. This is a quota carrying position with high earning potential for achievers.

Responsibilities:

- Follow-up on leads generated through various marketing activities as well as those coming through inbound channels presenting company solutions tailored to the prospect's needs
- Proactively call on targeted lists of prospective clients in the greater Los Angeles and Orange County area, with primary focus on phone-based sales but making site visits as necessary to mobilize and close business.
- Develop sales pipeline and follow the inside sales process to close sales orders that consist of multiple line items of ABC Legal products and services
- Work closely with company leadership and marketing team to ensure accurate representation of solutions
- Meet monthly and annual sales quota by also proactively prospecting and cold calling, based on both provided lists of prospective customers as well as self-generated prospecting activities
- Adopt efficient work practices and be able to prioritize tasks accordingly; be a team player who can build required relationships to get the job done
- Maintain records of contacts, accounts, leads, and opportunities in CRM database (Salesforce.com) and other activity metrics
- Adhere to all current sales methodologies and processes
- Achieve or exceed sales targets

What We Are Looking For:

- 5+ years of inside sales experience of which a minimum of 3 years of selling experience over the telephone in financial, legal and/or technology related products/services
- Demonstrated ability to prospect and close sales in a high pressure monthly and quarterly quota centric selling environment with a proven record of successfully meeting/exceeding sales targets
- Superior verbal and written communication skills
- Comfortable with spending extensive time on the phone daily
- Aggressive and goal oriented person with high personal drive, integrity and energy
- Ability to manage multiple projects with excellent time management, organization and planning skills
- Ability to work with minimal supervision
- Self motivated, results driven, team player
- Experience utilizing CRM software packages, particularly Salesforce.com
- Associate/Bachelors degree or relevant experience required