

# Sales Representative

Love to crush sales goals? Our team is looking for energetic, driven, fun-loving, innovative thinkers and doers to join our growing team. The opportunities are endless for professional rewards, team experiences, and earning potential.

Opus Solutions is the premier provider of document management and data conversion services specializing in scanning and storage options to streamline records and optimize space.

## Responsibilities:

- Responsible for selling products or services, developing new accounts and/or expanding existing accounts while meeting financial commitments
- Calls on prospects to understand their purchase decision makers, decision making process and criteria, and their needs
- Provides value propositions, handles objections, prepares quotes, and closes sales by getting prospects' commitments
- Identifies prospects through various lead generation activities, including tradeshows, direct mailing, advertising, cold-calling on key industry players and company referral program

## Qualifications:

- Proven work experience as a Sales Representative - healthcare or professional service preferred
- Experience in B2B sales
- Excellent phone communication and etiquette skills
- Excellent presentation, closing and follow up skills via phone and webinars
- Proficiency with CRM software and Microsoft Office programs
- Understanding of basic sales performance metrics
- An ability to address client requests in a timely manner
- Excellent communications and interpersonal skills with an aptitude for building strong client relationships
- Strong negotiation skills with a problem-solving attitude

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## **Education & Qualifications**

- High School Diploma or Equivalent
- 1-2 years related experience

## **Benefits**

- Competitive Pay
- 401k
- Paid Vacation & Holidays
- Outstanding training programs and unlimited career advancement