



## **Performance Profile Outside Sales Representative**

### **Position Summary**

Our success is based on out thinking and out hustling our competition. Our aggressiveness, continuous learning and understanding of life skills and our dedication to using a systematic selling system is our team's key success difference.

You will learn to sell using a systematic selling system based on asking simple questions and listening. No need to be a pushy sales person. No need to use a strong personality to try to win people over. We just want you to make a friend by asking targeted questions and listening. We want you to personalize our proven concepts so they are natural and comfortable for you to regularly use. You will be taught these concepts through weekly training with role playing and individual coaching during ride-alongs, in addition to the documented training materials.

### **Performance Objectives**

You will be expected to meet 100% of agreed up key success behaviors.

- ✓ Prospecting calls using a systematic database approach
- ✓ Telemarketing calls
- ✓ Generating bids using professional custom designed templates
- ✓ Proficiency with Goldmine database and entering sales data in the database
- ✓ Submit a weekly summary of your sales pipeline

You will have set quarterly goals for

- ✓ New sales \$
- ✓ Contracts
- ✓ Sales account size pyramid
- ✓ Bids
- ✓ \$ from competitors

You will be expected to build and develop your territory by:

1. Select, approve and schedule target accounts to be seen throughout the year.
2. Systematic prospecting by zones in your territory.
3. Sell new openers based on internet lead sources and lead groups in combination with working a zone.