

Job Title: Inside Sales Representative

Reports To: COO

Supervises: N/A

Department: Sales

ClickMotive™, a leader in the Automotive Digital Marketing industry, is expanding and looking for a few Regional Sales Representatives to work directly with mid-tier clients and agencies in the US. This position will have a heavy focus on sourcing and cold-calling new prospects. So if you enjoy uncovering new business backed by an entrepreneurial company selling the best solution in the industry we would love to hear from you!

**Requirements:**

A desire to make work fun and enjoyable (this is first on the list for a reason!).

4+ years experience as an inside sales representative selling online technology.

SEO/SEM knowledge strongly preferred.

Automotive experience (especially retail) a bonus.

Proven success at driving revenue for new/existing accounts through prospecting, cold-calling and upselling.

Results-Oriented - Persistent and passionate about achieving objectives.

Strong knowledge of online ad campaign metrics and analysis.

Excellent presentation and consultative selling skills.

**Qualifications:**

MS Office proficiency a must and Salesforce proficiency desired.

Good balance between strategic thinking and tactical accomplishment.

Enjoys a fast paced environment.

Accepts constructive criticism and direction well.

Presentation Skills.

**Benefits & Perks:**

- 9 paid vacation days
- Individual & dependent health, dental, and vision benefits
- Life, AD&D, S&LTD insurance
- Flexible spending accounts
- 401k plan
- Casual dress workplace
- Unlimited snacks, ping-pong, videogames & BYOBeer Friday!