



Sales Representative

OVERVIEW

We are seeking a motivated entry-level Sales Representative to drive sales of our Digital Handover Management software and services. The ideal candidate will generate leads, engage prospects, and set up meetings with key decision-makers to showcase our cost-effective solutions.

This role focuses on helping Infrastructure and Campus Operations & Maintenance (O&M) teams quickly find the documents and data they need by leveraging our efficient AI enhanced processing services and advanced search with the Digital Handover Management Platform.

DUTIES AND RESPONSIBILITIES

The candidate shall have the responsibility of performing the following duties:

1. Identify and engage potential clients, particularly those struggling with O&M document access and processing issues.
2. Educate prospects on how our Digital Handover Management solutions can help.
3. Qualify leads by assessing their challenges and determining if they need a solution.
4. Schedule and coordinate customer meetings with our Solutions Team.
5. Manage sales pipeline, track progress, and maintain CRM records.

QUALIFICATIONS

The candidate shall possess the following qualifications:

1. Strong communication, presentation, and negotiation skills.
2. Ability to identify customer pain points and align solutions to their needs.
3. A self-motivated, results-driven approach.
4. Sales aptitude or entry-level sales experience, preferably in engineering, construction, or operations.
5. Aptitude or experience with CRM tools and sales tracking (preferred).

WORKING HOURS

This is a full-time, **40-hour-per-week** position that requires you to work virtually from home in the Eastern or Central US. Candidates must have access to their own reliable computer or laptop and high-speed internet.

APPLY HERE

<https://www.agilehandover.com/contact-us/>

Enter your information and we will get back to you right away.
