



SALES EXECUTIVE

LOCATION CLASSIFICATION: East coast (work from home)
POSITION TYPE: Sales executive
COMPANY CLASSIFICATION: Marketing Research Company
HOURS/SCHEDULE: Full Time
BASE SALARY: commensurate with experience

Employment type

Full-Time

Quester is searching for a highly skilled and motivated Sales Executive on the east coast who will drive new client and revenue growth of Quester's market research solutions.

Job responsibilities:

- Generate new business and grow accounts to meet revenue goals
- Cultivate leads through email, telephone, in-person and industry conference attendance
- Maintain healthy pipeline of prospects
- Manage all aspects of the sales process including prospecting, meeting, negotiating and closing deals
- Identify opportunities to enhance existing client outreach process
- Assist client services team to identify research opportunities
- Provide expertise and recommendations on research reports
- Develop comprehensive proposals in collaboration with the Research and Development team
- Become an expert of your clients' business and the industry in which they operate
- Track all sales activity within Salesforce
- Employ a consultative, strategic selling approach
- Entrepreneurial mindset required

Job requirements:

- Possess a bachelor's degree in marketing, business, marketing research preferred
- Minimum of 5 years of sales experience required
- Proven record generating new business and renewing existing business
- Excellent interpersonal skills
- Travel required

We offer a competitive compensation package. Benefits include medical, dental, voluntary vision, life insurance and voluntary life insurance, short and long term disability, 401k and generous PTO. Business environment is friendly, flexible and unique. Base salary negotiable with generous commission plan.

Provide resume and cover letter, outlining successful experience meeting/exceeding sales goals and a glimpse of your dynamic personality.

Please visit our website at www.quester.com

Apply Now!

Contact: Laura DeBartolo-Tow

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About Quester:

Quester is an award-winning consumer intelligence firm that harnesses the power of human conversation, artificial intelligence technology, and expert marketing research design to yield superior understanding of consumers for clients. We believe in understanding people as people, not just consumers. Our deep curiosity drives us to dig deep into the heart, mind and soul of every person, to move beyond data point to real depth.

Uniquely, Quester blends the best of quantitative survey research and qualitative research into a single hybrid approach enabled by a one-of-a-kind linguistically-trained, artificial intelligence-backed virtual moderator that conducts in-depth interviews among hundreds or thousands of consumers. Marketing scientists, research analysts, and linguistic analysts collaborate to produce a comprehensive analysis that goes beyond data to bring a full and complete story to life.