

Sales Manager

HealthBenefitApp is seeking a sales manager to help grow the business. The Sales Manager will build key customer relationships, identify business opportunities, and negotiate and close business deals. In this dynamic role you will collaborate with the team to increase sales opportunities and maximize revenue in alignment with HealthBenefitApp's long-term strategic goals.

Responsibilities

- Become an expert in engaging and converting prospects over the phone and in person including outbound calls to schedule demonstrations with key decision makers and handling inbound leads from prospective customers
- Manage a variety of sales automation and online prospecting tools to keep leads, contacts and opportunities organized
- Generate new business opportunities to fuel the sales pipelines by scheduling demos with qualified prospects
- Grow relationships established with Partners
- Achieve or exceed quotas of demos and qualified opportunities generated

Qualifications

- Technically adept and able to learn how to use a variety of online and sales automation tools
- Prior experience with a CRM and other sales automation tools is a plus
- Minimum 3 years' experience in B2B sales
- Bachelor's degree (substantial experience can substitute in lieu of Bachelor's degree)
- Excellent presentation, written and communication skills
- Ability to multi-task in a deadline driven environment

Send resumes and cover letter to Careers@healthbenefitapp.com