



Sparck SaaS Sales Consultant

We are looking for a results-driven and detail-oriented Sales Consultant to join our fast-growing start-up. Sparck is helping organizations increase employee retention and motivation with our AI-driven personalized recognition and engagement SaaS platform.

Employers need our help now more than ever. We are looking for the right person to share our solution to solve these critical challenges for organizations. Sparck has a dynamic and fun culture that is looking for a SaaS Sales Consultant to be responsible for demoing our SaaS platform to potential customers, maintaining their sales pipeline, and exceeding sales goals. Duties will include virtual sales presentations and product demonstrations, as well as negotiating and closing contracts with potential clients

To be successful in this role, you will need to have a deep understanding of the sales process and dynamics, and also excellent interpersonal skills. Previous experience in a sales role is required. Your success depends on your ability to hit goals and stay up-to-date on industry trends to be a true partner to prospects and clients. If you have a love for making big things happen, continuous growth, pushing yourself outside your comfort zone, researching/prospecting, talking to people, and sealing the deal, then we are ready to talk with you!

This is a great opportunity to get into an exciting sales position with plenty of opportunity for upward mobility within our rapidly growing company.

Responsibilities

Duties will include virtual sales presentations and product demonstrations, as well as negotiating and closing contracts with potential clients

- Work with your assigned BDRs to prospect, educate, and qualify leads to create sales-ready opportunities to add to your pipeline



- Once a prospect is identified, you will use Sparck's sales process to qualify or disqualify prospects; add qualified prospects into the pipeline and follow Sparck's process to achieve positive sales outcomes
- Maintaining industry and technology knowledge to ensure that you remain a trusted resource for prospects and customers
- Achieving agreed upon sales targets and outcomes within schedule
- Performing cost-benefit and needs analyses of potential customers to meet their needs and demonstrate Sparck's value
- Developing and maintaining daily plans to maximize phone time, including pre-call planning, and customizing your approach to market segments and prospect types
- Utilizing a consistent contact attempt process via phone and email to follow-up, nurture, and qualify leads
- Follow Sparck's pipeline management process detailing all interactions and pipeline stages using Hubspot
- All other duties as assigned.

Qualifications

- Previous experience in a sales role is required
- At least 2 years of professional sales experience
- A commitment to excellent customer experience and a consultative approach
- Excellent written and verbal communication skills
- Superior interpersonal skills, including the ability to quickly build rapport with customers
- Experience using computers for a variety of tasks
- Able to work comfortably in a fast-paced environment



- Competencies and Traits - the ideal candidate would be someone who has a strong work ethic, is an effective communicator, and has a desire to perfect their craft
- Coachable - welcomes feedback and strong desire to improve
- Agile - you thrive in a dynamic environment and possess improvisational skills
- Excellent at time management and organization
- Outstanding in written and oral communication
- Persuasive while presenting Sparck's value and aligning it to the customers top challenges

Benefits

- Uncapped commissions
- Unlimited PTO
- Medical, Dental, and Vision insurance Coverage
- Home Office Expense Reimbursement
- Cell Phone Reimbursement
- Professional Development Opportunities
- Tons of Growth Opportunity

About Us

Sparck is a personalized employee recognition and engagement platform that helps employers increase retention and productivity in the workplace. Sparck is the only recognition platform that personalizes each employee experience. It is a modern approach that reflects how employees live, work, and communicate today.

Sparck was just featured as one of the top startups to watch in 2022. The timing is now to "Sparck" the world!

For more information visit www.sparckco.com