

SALES EXECUTIVE

About GuildQuality

GuildQuality (www.guildquality.com) provides customer satisfaction surveying and web-based performance reporting for 600 homebuilders, remodelers, and specialty contractors in North America. We achieve a 70% average response rate to our surveys, which include comment-rich qualitative feedback and quantitative feedback. Our customers, who we call “members”, receive the following benefits:

- Customer satisfaction feedback that is actionable and delivered in real-time
- Web-based reporting tool with drill-downs by region, job, and project manager
- Benchmarking comparisons relative to peers in the industry
- Marketing resources to showcase a commitment to quality
- Unbiased, third-party feedback gained through telephone, email, and mail surveying

The company culture is results-oriented and highly-focused on creating value for our members. Founded in 2002, we are a relatively young company with a start-up, fast-paced work environment.

Job Description

The position will be focused on generating new business, selling mainly from the office or working from home, and using telephone and web conferences to demonstrate GuildQuality’s service. The right candidate will make a significant number of outbound calls, while also leading demonstrations, following up, closing deals, and assisting with account management for new members. Excellent organization and time management skills are required.

Many leads will come from strategic partnerships, referrals, free trial inquiries, and inbounds. However, the right candidate for this position will be able to create new business on their own, with consistent performance month to month. GuildQuality has a well-established sales process to leverage, therefore, minimal training will be provided – you will hit the floor running on day one.

Responsibilities will include the following:

- Outbound calls
- Lead webinars for prospects
- Guide prospects through free trials and results presentations
- Follow up appropriately and professionally with each prospect
- Must be able to work collaboratively with sales team

The position will report to the Chief Operating Officer, and can be based anywhere in the US.

Minimal travel required.

Requirements

Candidates should have the following credentials:

- College degree
- Strong communication skills, verbal and written
- Strong skills w/ MS Outlook
- Basic MS Excel, Word, and Powerpoint skills
- Experience w/ Salesforce.com is a plus
- Prior sales experience (internship, full-time, etc.) is a plus

Compensation

- Base salary plus commission
- Benefits include health plan and retirement plan matching
- Ability to work from home or the office