

Job Title: Sales Associate

We're looking for a results-driven Sales Associate with excellent interpersonal skills to actively seek out and engage customer prospects, follow-up with lead nurturing, close deals, and respond to customer inquiries.

You will provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels and profitability. You'll work closely with marketing and communications staff to improve the sales process and customer satisfaction.

About IRL Social Skills

IRL Social Skills provides critical social, relational and communication skills coaching to autistic and neurodivergent teens and young adults. We teach a proven effective curriculum, based on UCLA's Program for the Education and Enrichment of Relational Skills (PEERS). We are committed to diversity, equity and inclusion and our staff reflects this commitment. We strongly encourage candidates of all different backgrounds, identities, and neurotypes to apply.

Responsibilities

- Present, promote, and sell products/services using solid arguments to existing and prospective customers
- Establish, develop, and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Track sales and provide status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Continuously improve through feedback

Requirements and skills

- Proven work experience as a Sales Representative
- Working knowledge of Google Suite (docs, sheets, slides)
- Familiarity with B2B and B2C CRM practices along with ability to build productive business professional relationships

- Highly motivated and target driven with a proven track record in sales
- Excellent selling, negotiation and communication skills
- Prioritizing, time management, and organizational skills
- Relationship management skills and openness to feedback

Preferred Qualifications

- CRM/sales software experience (ActiveCampaign, HubSpot, EngageBay or similar)

HOW TO APPLY: Send your resume and cover letter to hello@irlsocialskills.com with the job position in the subject line, along with three business references.