



WANT TO JOIN THE COOLEST ROBOTICS COMPANY? INSIDE SALES REPS WANTED IN OMAHA, NE!



Are you a "hunter", experienced with sales, and can adapt your skills to the social and technological changes of today? Can you deliver compelling sales pitches and close deals remotely over the phone and in a face-to-face interaction with a prospect? At Turf Tank, we want to upgrade our sales capacities to the needs of the 2020 market and complete our team with sales reps that can use a variety of different sales methods to attract new prospects and customers. Your primary focus will be to continue our growth in the sale of our robot across a wide range of customers- from club and youth organizations to public and private high schools across North America.

The world's first autonomous line marking robot #coolestrobotever

Turf Tank is the company behind the world's first autonomous line marking robot for sports fields, the Turf Tank One. Over the past few years, we have seen strong growth across the globe. Our unique technology and high performing teams are the key to our current success and plan for future growth. At Turf Tank, you will get to play a central role in our global team of 30 people, while building an amazing career for yourself. Our corporate culture is very entrepreneurial and entertaining. We focus on implementing world class tools, systems and practices, in order to realize our growth ambition.

What we offer

We offer a challenging experience where you will manage your own projects and responsibilities from day one. We will work together to find the right mix of tasks to suit both your interests and passions, as well as the company's needs. You will get the opportunity to improve your skills and grow together with our team, while working with some of the most amazing sport facilities and clubs in the world.

Location: Omaha, NE
Compensation: Salary + Commissions
Job Type: Full Time

Send application and resume to:

Ryan Stubbe
VP of Sales & Marketing - North America
sales@turf tank.com

*Please mark your email as "Inside Sales Rep Application - Omaha" in subject field.

Responsibilities

- Exceed daily activity based KPI's to help drive sales growth and brand awareness in a territory
- Develop a sales strategy and plan a high volume of activities to achieve company's growth objectives through different communication channels, such as calls, emails, online video calls, and social platforms
- Establish strong relationships with club and youth program directors, high school athletic directors, along with individual sport coaches in each space
- Consistently engage with the field sales team to plan onsite demonstrations in the field to move prospects through the funnel and ultimately work together to close deals in your markets
- Build a strong follow up and cadence plan to consistently engage inbound and outbound prospects
- Create attractive online presentations that showcase the benefits of our product to prospects
- Research and consistently update the customer database with contact details and information from prospective customers
- Respond to customer inquiries promptly and professionally to ensure customer satisfaction
- Daily pipeline and customer database management in HubSpot
- Travel expectations are minimal

Candidate Profile

- Possess a 4-year Bachelor's degree
- 1-3 years sales experience, preferably in cold calling and other inside sales methods
- SaaS experience a plus
- Aggressive negotiation skills with a strong ability to close
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to different types of prospects
- Tech savvy, familiar with MS office and online communication tools (e.g: Zoom, Google Hangout)
- Familiar with CRM systems, HubSpot preferably
- Passion for the sports industry is a plus
- A real team player, with full dedication to build our fast-growing robotics company