

Inside, Inbound Consultative Sales Representative

Description - Consultative, technical sales from home responding to inbound phone calls, e-mails, and live website chat requests for assistance selecting and configuring most appropriate solution to meet customer's individual needs and abilities. When customer needs one product, they often need many more of our products so relationships and communication are important. You will generate quotes; track and following up on opportunities, process orders, and address simple customer service questions. You will work directly with consumers; develop relationships with our resellers, government, and nonprofits. Ability to assist with marketing: writing copy for website and print material creation would be very beneficial.

Broadened Horizons, Inc. designs, manufactures, and markets unique adaptive technology providing independence to individuals with upper extremity limitations. We are a small, entrepreneurial company, growing rapidly and steadily since 2005 located in Maple Grove, Minnesota. The work environment is casual and very rewarding as your efforts directly impact and make a significant difference in our customer's daily lives. If you share our commitment and enthusiasm to improving the lives of people with disabilities, and you meet the requirements listed below, we look forward to hearing from you! Please feel free to visit www.broadenedhorizons.com to learn more.

Requirements:

Education - Bachelor's Degree highly preferred with 2 years experience. Associates degree in business or closely related field with 5 years experience minimum. Special consideration for MBA.

Experience - Minimum of one year sales experience, selling directly to consumers. A documented track record of achievements and success, meeting or exceeding sales goals for at least three to five years is preferred. Candidates familiar with physically limiting disabilities or physically disabled themselves are strongly encouraged to apply (i.e. Paralysis, Muscular Dystrophy, Multiple Sclerosis, Cerebral Palsy, ALS)

Skills - Must be very computer savvy and possess excellent written and oral customer relationship management communication skills. Must be capable of understanding electronics and their application to match end users needs with most appropriate solution following a problem solving soft sales approach. Candidates should demonstrate a strong commitment to outstanding customer service. A basic understanding of electronics is very helpful. Experience writing marketing copy for e-mail marketing, product web pages (SEO) and print materials (Adobe InDesign) is helpful. Please share any other skills?

Personality - To be successful in this position, candidate must be a highly motivated self- starter who is able, happy, and successful working independently without close supervision and comfortable with high standards of accountability. Outgoing, charismatic, and genuine.

Location - Candidate will likely work from home 95% of the time and can be located almost anywhere within the United States. Separate office space with a door that can be closed when working from home required. Future potential for limited travel a few times per year providing presence at tradeshow.

Compensation - Flexible: Salary or Hourly Base + Profit Sharing Productivity Bonus (\$25K-\$35K + \$5K -\$25K)

Broadened Horizons Inc. is an equal opportunity employer.

Interested candidates should e-mail their resume to Jobs@BroadenedHorizons.com . As a small company, all employees must work closely and collaboratively. Candidates are highly encouraged to provide a short, one paragraph, honest self-description of your personality followed by a 5 to 10 point outline of your primary strengths AND weaknesses related to the job requirements. This helps determine training requirements and ensure the strengths and weaknesses of each team member complement each other.