

# COOL (intl)

## **POSITION TITLE:** Sales Executive

Join our growing team! We are looking for highly motivated, dedicated people to promote new business development. You must be high-energy, dynamic, and committed to excellence. Our successful Sales Executives have competitive urgency, an exceptional work ethic and are willing to 'go the extra mile' to be a top contributor to our team.

COOL(intl) is looking for candidates who are inspired by the opportunity to create a high-growth, sustainable book of business in St. Paul. We are an experienced company with nine years of remarkable growth. Currently we are launching new product lines and now is the time to seize tremendous upside opportunity. We're looking for high-energy individuals with outstanding interpersonal skills to join a team of passionate and fun personalities committed to providing the highest service in the industry.

The culture of our firm is one of enthusiastic service and zealous client care. COOL(intl) provides our clients with *convenience, reliability* and *enthusiasm*. You must exceed expectations through strong leadership skills combined with open communication, commitment, and character. We believe that our purpose as individuals and as a business is to serve others. With this underlying tenant, we are determined to compete as efficiently and effectively as possible so that we may obtain the resources to serve our customers, our employees and our community. Candidates with a personal interest in volunteering to charitable organizations are highly encouraged to apply.

## **Requirements:**

- Education and Experience
  - A minimum of two years Business-to-Business sales experience.
  - A proven track record of successful sales experience.
  - Demonstrated ability to initiate and sustain relationships with targeted clients.
  - Self motivation. A strong desire to succeed.
  - Strong organizational, interpersonal, verbal & written communication, analytical and prioritization skills required.
  - Knowledge of communication principles, media and marketing techniques.
- Personal Characteristics
  - Must be highly social, have the ability to work collaboratively and enjoy networking. The ability to build deep and effective working relationships across a wide range of people internally and externally is critical.
  - Must be a completer/finisher. Must deliver results and action on time. Must have the ability to follow-through on deliverables and pay attention to details in the midst of multiple projects and deadlines.
  - Requires a professional appearance and manner.
  - Must have the ability to focus and work under pressure.
  - Must have the ability to succeed in a competitive environment.

- Motivational Characteristics
  - High-energy level.
  - Entrepreneurial spirit.
  - “Whatever it takes” personality.
  - Excellent work ethic.
  - Career oriented.

### **Key Responsibilities:**

- Lead Generation: The successful candidate will build sales through lead generation and prospect/client follow-up; identify target accounts, decision makers, and uncover opportunities.
- Utilize exceptional follow-up and contact management skills, putting high value on important leads and moneymaking opportunities.
- Use your Business-to-Business sales experience and cold calling expertise to produce results. Work the phones to contact customers directly. Prepare sales proposals. Initiate customer orders. Provide the highest level of service.
- It is an important requirement to get involved and play an active role in industry associations. Participate in trade shows and industry events in a professional manner.
- You must be a resourceful and detailed person with strong oral and written communication skills. An enthusiastic, positive attitude towards doing whatever it takes to get the job done is vital.

COOL (intl) offers great income potential for qualified individuals with a strong motivation to succeed. Local candidates only, please. If you have an enthusiastic, ‘can do’ attitude and understand that customer relationships are the key to success, you will love working here.

Please send resume and cover letter to:

[Careers@COOLintl.com](mailto:Careers@COOLintl.com)