

Assessor Series Sales Executive

Posting Code: VO102

Overview

ERI specializes in outsourcing of compensation and benefit research and now serves over 10,000 corporate subscribers via its **Assessor Series** products, **ERI Salary Surveys**, and online offerings. Subscribers include most Fortune 500 companies, the IRS, state AG Offices, and most major consulting firms. ERI's research databases and products are used by subject matter experts for business planning and analyses (Professional editions) and by expert witnesses and consultants, often for matters related to litigation (Consultant editions). "Clicking" on a dot and retrieving source survey documents and assessing data rates of error are what make aERle (all ERI entities) products unique.

Marketing & Sales

Position Title:

Assessor Series Sales Executive
(ERI has multiple openings for Sales Executives.)

Incumbent

Open

Reporting to:

VP Marketing & Sales

Location:

Virtual Office(s) - TBD

Primary Job Duty:

- Contacts prospective customers that have expressed interest in ERI products via downloads and successfully sells products to those prospective customers.

Other Job Duties:

- Monitors leads provided by Salesforce interface and initiates sales calls to prospective customers.
- Becomes proficient in Assessor Series research and products' content
- Makes the necessary sales calls and presentations required to successfully sell ERI and associated organization products.
- Presents research products and applications through web-based demonstrations.
- Generates sales leads and initiates cold calls from customer referrals as allowed by law.
- Builds new relationships and maintains existing ones throughout the sales cycle.
- Provides subscriber support.

Other Responsibilities:

- Prepares marketing/sales/call/description progress report spreadsheets.
- Light administrative duties.

Skills:

- Strong telephone and writing skills and proficiency in Microsoft Windows, Excel, and Word.
- Proficiency in typing, email, and PC functions.
- Ability to sell products and close a sale.
- Ability to research/prioritize/multi-task/problem-solve.
- Detail oriented with a focus on accuracy.
- Enthusiastic team player, but also capable of working independently.
- Strong listening skills.

Qualifications:

- Previous experience in sales and the sales process.
- Experience in Human Resource/Compensation related organizations highly preferred.
- Excellent communications skills needed.

Site/Time:

- Monday through Friday in virtual office – 3:00 AM to 6:00 PM (PST), flexible hours within this time frame.

Compensation:

- ❑ Competitive salary with health, life, dental, vision, disability benefits, and a 401(k) plan.

Contact:

- ❑ Email your resume to jobs@erieri.com - fax: 800-753-4415 - mail to ERI, 8575 – 164th Avenue NE, Redmond, WA 98052 USA