

National Territory Manager – Inside Sales

Are you a sales All-Star who is seeking a challenging yet fun environment? Are you looking for a growing company who believes in promoting from within? Do you want a career and not just a job? If so please read on.

We are DDP Interactive

DDP Interactive is a Scottsdale, AZ based company that specializes in creating unique Internet based products for clients around the world. With growing brands such as InstantPreQual.com and Homes Discovered, DDP Interactive is quickly establishing itself as the national leader in the online business development field.

We are currently seeking a dynamic Account Executive whose responsibilities will include:

- Managing and growing a specific geographic territory
- Multi-call sales with short to medium length sales cycle
- Negotiating and initiating long term contracts with potential clients
- Serving as a product expert and educator for both potential and existing clients
- Identifying and targeting business client prospects and cold calling to initiate the sales cycle
- Up-selling existing clients to higher tier contracts
- Exceeding monthly and yearly sales goals

You, the successful candidate for this position, will be highly motivated, fast learning and will ideally have outside/inside sales experience with a track record of success. You will be phone-friendly, confident, personable and persistent. You must have a selling style that is based on integrity and must be experienced in overcoming objections with value statements. You must be able to operate in a dynamic, evolving and exciting environment. Knowledge of all Microsoft Office software along with experience using contact management software is required. We are a team oriented organization and we seek team players who are highly competitive, yet collaborative. There for the position is minimal or none.

We offer:

- Competitive base salary
- Unlimited commission potential on recurring revenue with no cap
- Sales Management training for future management positions
- Medical and Dental benefits plan
- Paid vacation
- Opportunity for advancement with a rapidly growing company

Please send your resume in Text or Word format to careers@ddpinteractive.com. Please include salary history and requirements.

To view more information on this position or other positions please visit www.ddpinteractive.com