



## Sales Consultant B2B

ClearGage Tampa, FL, USA

### **Compensation**

\$35,000 to \$45,000 Annually (plus commission)

### **Benefits Offered**

401K, Dental, Life, Medical, Vision

### **Employment Type**

Full-Time

We are seeking an experienced B2B Sales Consultant to join our team! You will drive new client acquisition of assigned and self-generated leads for ClearGage's solution suite using a consultative sales approach. The Sales Consultant uses effective communication skills via phone, web, email, LinkedIn, and other social selling tools to achieve assigned sales goals. The Sales Consultant is responsible to understand the problems the customer is trying to solve and recommend the appropriate ClearGage solution that will specifically address those problems.

### **Responsibilities:**

- Presents and sells company products and services to new prospects and clients
- Sources self-generated leads through outbound communication via the telephone, email, LinkedIn and other methods
- Consistently achieve new sales goals within assigned markets and/or products
- Ensures client success and long-term value of client by using a consultative sales approach consistently building relationships with potential qualified clients, understanding their goals in-depth, and helping each client meet those goals throughout the sales and implementations process
- Documents all conversations, appointments and/or scheduled meetings in Salesforce
- Attends trade shows as assigned, develops relationships with attendees and prospects, follows up on leads generated in a timely manner.

### **Qualifications:**

- 3 years of professional sales experience in a call center environment including prospecting and high-volume outbound calling
- Familiarity with CRM platforms, Salesforce preferred

- Ability to build rapport with clients
- Demonstrated ability to handle rejection and effectively navigate customer objections
- Self-driven, results oriented.
- Preferred 3+ years of experience in healthcare, financial services, HIT or software/technology industries

**About ClearGage:**

Headquartered in Tampa, Florida (Northdale), ClearGage is a rapidly growing healthcare payments technology company providing innovative payment solutions to the healthcare industry. To learn more about ClearGage, please visit our website at [www.cleargage.com](http://www.cleargage.com).