

lcyFire is a technology start-up based out of Littleton, Colorado. We build simple yet powerful tools that save small businesses money, streamline processes, and facilitate collaboration. Our goal is to empower our clients so they can focus on doing what they do best - making their mark on the world. As a company, we are driven by our three values: "help others", "what if", and "do good."

lcyFire has recently launched our flagship social media scheduling product, and we are actively seeking **Sales Agents** to build our core Denver sales team. Sales Agents are independent contractors, accountable for finding new prospects for business and getting a commitment to open a new account. Specific responsibilities associated with this role include:

- Maintain current knowledge of lcyFire products and the ability to communicate their benefits to clients
- Develop creative marketing campaigns to showcase lcyFire products
- Build and present engaging customer presentations, proposals, and sales contracts
- Create, negotiate, and close new accounts with customers
- Cultivate customer relationships by making outbound calls and in-person visits, as well as following up with customers as needed
- Achieve and surpass internal sales expectations
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly sales analyses
- Monitor competition by gathering current marketplace information on pricing, current products, new products, and other relevant information
- Resolve customer complaints by investigating problems, preparing reports, and making recommendations to management
- Recommend changes in products, service, and policy by evaluating results, feedback, and competitive developments
- Contribute to team effort by accomplishing related results as needed

The right candidate understands customer needs, solves problems, discovers opportunities and recommends solutions. We want people who have passion for creating an outstanding customer experience, while identifying opportunities to grow sales. Additional desired skills and experience include:

- At least one year of experience in a sales role
- Results-oriented, driven self-starter
- Motivated, positive team builder with a commitment to excellence in all that you do
- Ability to work independently as well as part of a team, to lead and be led
- Exceptional communication skills, both oral and written, coupled with excellent listening skills and a positive and energetic phone presence
- Strong organization and time management skills
- Strong problem-solving skills
- Necessary computer skills to accomplish the outlined job requirements



Here are the criteria lcyFire uses to assess the performance of its Agents:

- Sales made per month
- Calls made per week
- Emails sent per week
- Conversations per week
- Social media interactions per week
- Meetings scheduled per week
- Sales presentations made per week
- Referral requests sent per week
- Proposals sent per week
- Sales ramp up time
- Number of marketing materials submitted for review
- Number of informational reports submitted to management
- Number of product feedback reports submitted for review
- Direct manager review

Here's why you should join us:

- We are an <u>antifragile</u> startup that is obsessed with customer service and is always developing new solutions to fit evolving customer needs
- Make your voice heard and help us challenge the status quo
- Help us lead by example and be part of something bigger
- Opportunity to be in business for yourself, but not by yourself
- High commission rates, uncapped earning potential
- Opportunities for rapid career advancement (our sales team is expanding rapidly, we hire from within, and this is our first cohort...think about it!)
- Ability to work from home
- Flexible work schedule

Ready to get started? Click here to apply.