

United States Jobs Expertini®

Sales Associate - Land.com, St. Louis

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Company: CoStar Group

Location: United States

Category: other-general

RESPONSIBILITIES

- Developing and executing a detailed business plan to manage and grow revenue opportunities from within an existing book of business, and with new prospects in your market
- Understanding the value of Land.com products and pricing as well as competitive offerings and articulate the advertising of Land in a manner meaningful to our customers
- Selling the value of Land.com products to prospects by articulating how our solutions will meet their needs and improve their business. This will be accomplished through cold calling, consultative selling and group presentations.
- Delivering high quality customer service and client retention through client visits, training and proper on-boarding of new customers.
- Managing a sales pipeline, activity metrics and monthly sales forecasts.
- 40% overnight travel within a specific geographic territory

BASIC QUALIFICATION

- Two or more years of successful sales experience managing a territory preferably in a business to business environment
- A strong record of providing outstanding customer service in prior roles
- Success in developing new business relationships and managing existing client base
- Bachelor's degree

What's in it for you? When you join CoStar Group, you'll experience a collaborative and innovative culture working alongside the best and brightest to empower our people and customers to succeed. We offer you generous compensation and performance-based incentives. CoStar Group also invests in your professional and academic growth with internal training, tuition reimbursement, and an inter-office exchange program. Our benefits package includes (but is not limited to):

Comprehensive healthcare coverage: Medical / Vision / Dental / Prescription Drug

Life, legal, and supplementary insurance

Virtual and in person mental health counseling services for individuals and family

Commuter and parking benefits

401(K) retirement plan with matching contributions

Employee stock purchase plan

Paid time off

Tuition reimbursement

On-site fitness center and/or reimbursed fitness center membership costs (location dependent), with yoga studio, Pelotons, personal training, group exercise classes

Access to CoStar Group's Diversity, Equity, & Inclusion Employee Resource Groups

Complimentary gourmet coffee, tea, hot chocolate, fresh fruit, and other healthy snacks

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Cross References and Citations:

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