

Sales Representative

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Company: Ngage Live Chat

Location: New Providence

Category: other-general

Martindale-Avvo DirectLeadsService (DLS), Powered by Ngage, is currently on the hunt for an energetic, proactive, and resourceful Sales Representative to join our team!

We Offer:

Base + *Uncapped Commission* - hard work gets rewarded here!

Competitive benefits: medical, vision, dental, life, 401K Match, PTO + 8 paid holidays

Pay increase for performance every 6 months

Room for vertical growth! (most of the current managers were once in this role)

Hands-on, continuous training

Fun, flexible working environment

Core Responsibilities:

Research and identify qualified prospects for Direct Leads Service (DLS) and navigate company structures to identify key decision makers.

Initiate a dialog with prospective clients, develop and nurture trust, and maintain a strong book of business.

Communicate benefits of product, and upsell features effectively in order to meet clients' needs and facilitate closing new business.

Understand performance metrics, routinely meet and exceed sales goals.

Why Direct Leads Service, Powered by Ngage?

DLS, Powered by Ngage is a part of Martindale-Avvo, a family of market-leading brands designed to grow professional practices.

Ngage is a digital marketing company that offers the Direct Leads Service for law firms who are interested in growing their practice. These leads are generated in over 20 different legal practice areas across the country. Direct Leads are exclusive, engaged, and vetted to make sure they are relevant to a firm's practice and geography, which increases the probability that the firm will convert them into clients. The visitor's contact information and potential case details via chat transcript included with each lead, when applicable. There is a fixed cost per lead and no long-term commitment.

As a sales representative, you'll be consulting and educating lawyers and law firms on the features and value of our product. You will sign up and onboard the clients who are a fit for the Direct Leads Service.

Our network of legal marketing resources, including Martindale.com, Avvo.com, Lawyers.com, Nolo.com, and other top-ranking destinations, provides access to more than 25 million consumers monthly—400,000 of whom request to speak with an attorney.

The Ideal Candidate:

Self-motivated individual who thrives in an entrepreneurial position.

Inquisitive, strategic thinker. Confidence in your sales technique - self-motivated and driven

Excellent oral and written communication skills.

Prior consultative sales background with cold-calling experience.

The ideal candidate is a competitive self-starter who thrives in a fast-paced environment. You must be comfortable making calls, working with partners, generating interest, qualifying prospects, and closing sales.

Ngage is a member of Internet Brands. Internet Brands and its wholly-owned affiliates are an equal opportunity employer.

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