



**Position Title:** Salesman / Lead Generator

**Organization Name:** iMobileApp (a product of Sparta Commercial Services, Inc.)

**Wage/Salary:** TBD

**Start Date:** ASAP

**Job Description:** We are looking for a motivated, energetic inside salesmen/lead generators to generate qualified sales leads and close sales. They will help implement a new branding campaign and public relations. The role will encompass internet lead generation, telephone lead generation, and direct lead generation as well as the development of strategy, tactics and policies for the sales department. You will have the opportunity to gain hands-on experience working closely with the sales manager to develop marketing material. We in return will encourage and support someone who is hard-working, enjoys a creative and professional environment, is self-motivated with the ability to quickly take direction and confidently proceed, and is resourceful. The Salesman/Lead Generator will be responsible for creating new sales leads, nurturing existing leads, and converting leads to sales - using a combination of email, calling and social media campaigns.

**Desired Skills and Experience** The candidate will have at least one to three years' experience in lead generation. Experience selling technical or intangible products requiring a consultative sales approach is a plus along with familiarity with the software industry. Proficiency with Microsoft Word, Excel and Outlook are also desired skills. The ability to work within a growing team setting is also highly desired.

The right candidate will also have:

- \* A Demonstrated track record of achieving targets and goals
- \* Strong written communication skills
- \* Strong phone skills - ability to create interest, handle objections, and ask appropriate questions with high-level prospects
- \* Attention to detail and good organizational / interpersonal skills
- \* Able to multi-task and balance multiple projects
- \* Able to understand complex technical concepts and explain them in layman's terms

**About Us:** iMobileApp is a leader in mobile marketing applications for small and growing businesses. Our platform works on most mobile devices and allows businesses to have a mobile app at a fraction of the cost of single-build applications. Our customizable applications are already very popular within the powersports industry and we are further targeting restaurants, liquor stores, grocery stores, and agriculture dealers, allowing them to engage and communicate with their customers, and potential customers, in ways that were never before possible.

**Contact Info:** Please email a copy of your resume to [hr@spartacommercial.com](mailto:hr@spartacommercial.com) or fax a copy of your resume to 646-514-4483