



# Digital Success Agent - Inside Sales Representative-Lease

Contact: PITNEY BOWES

Email: [pitney\\_bowes@countyjobs.careers](mailto:pitney_bowes@countyjobs.careers)

[https://al-coffee.countybuyselltrade.com/jobs/digital-success-agent-inside-sales-representative-lease\\_spokane\\_85878](https://al-coffee.countybuyselltrade.com/jobs/digital-success-agent-inside-sales-representative-lease_spokane_85878)

Address:

26226 Industrial Blvd, Spokane

Price:

Check with seller

DetailsApplyAt Pitney Bowes, we do the right thing, the right way.As a Digital Success Agent for Pitney Bowes, you can too.We have amazing people who are the driving force, the inspiration and foundation of our company. Our thriving culture can be broken down into four components: Client. Team. Win. Innovate. We actively look for prospects who:Are passionate about client success. Enjoy collaborating with others.Strive to exceed expectations.Move boldly in the quest for superior and best in market solutions.If this sounds like you, then you may be a great fit for Pitney BowesYou are:A strong sales close focused and forward thinking individual who can close the sale while providing solutions to our clients. You are committed to championing new ideas, strategies or concepts to ensure that the business is retained and the client is satisfied You will:You will generate, upgrade and manage the portfolio of our existing small business base through outbound calling (no cold calling involved)You must adapt to situations that require a strong sales aptitude, follow-up on leads, use effective selling systems and techniques to help probe, present and close sales with existing customers.You will work with customers to address current needs and solve issues related to their existing lease agreementsYou will overcome plausible objections by positioning program benefits, features and the company's value proposition Your background:As a Digital Success Agent, you have:Experience calling clients to consult, assess needs, and recommend appropriate products and servicesExperience in overcoming objections and closing the saleExperience in follow upon sales opportunities through phone, fax, and email correspondence to answer questions and provide marketing materials from our customized softwareExperience initiating outbound sales callsExperience in Customer Relationship Management (CRM) tools 0 i.e. Sales Force, etc., - to effectively plan and document sales activities, document customer information, campaign management, account development, pipeline adds and forecastingWe will Provide the opportunity to grow and develop your career Offer an inclusive environment that encourages diverse prospective and ideas Deliver challenging and unique opportunities to contribute to the success of a transforming organizationOffer comprehensive benefits globally (pbprojectliving.comOur TeamOur Global SMB (Small and Medium Business) Solutions business provides innovative mailing and shipping solutions that enable small and medium businesses to simplify their sending operations and deliver greater value to their customers. Our SMB mailing and shipping technology supports more than one million businesses from addressing envelopes to postage evidence and multi-carrier package shipping. If you are the right fit, let's grow. Pitney Bowes is an Equal Opportunity Employer. /Affirmation of Values diversity



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