

Inside Sales & Account Executive Full-Time & Part-Time

For over 36 years, New England Trade, Inc. (NET) helps leading companies grow their business through innovative marketing and business solutions with an alternative currency. Our network of business owners utilizes trade dollars, instead of cash, to handle transactions. NET helps businesses gain new customers, increase profits, move excess inventory and save cash, all while acting as a third party records keeper, providing clients with monthly statements that reflect all barter purchases, sales and current barter dollar balance.

The Inside Sales/Account Executive position is an inside B2B sales and account executive position that requires matching clients (buyers and sellers) insider our network to generate trade transactions. The essence of the job is to establish ongoing personal relationships with participating business owners in the barter network, and to help them gain new business by marketing their products and services (via phone, email, and other avenues) to the other business owners in the barter network. The Inside Sales/Trade Coordinator is also responsible for helping these business owners spend their earned trade dollars on the products and services that they need.

Responsibilities:

- Develops new prospects and interacts with your assigned existing client base (250+ accounts), primarily by phone, to increase sales of clients' products and/or services.
- Complete 30+ incoming or outgoing phone calls and/or emails per day to accounts.
- Learn the products and services offered by each of the 1,000+ business listings.
- Interface closely with business owners, learn their spending habits, and follow up with trades-in-progress.
- Work closely with staff in order to promote your client to entire membership base effectively.
- Update and maintain the online Marketplace, market special offers, and edit company descriptions.
- Assist and educate business owners to use the online Marketplace.

Required Skill Set:

- Strong written and verbal communication skills. *Ability to speak with confidence over the phone is necessary.*
- Ability to create trusted relationships with our clients - who range from small to medium-sized business owners – and to quickly identify and fulfill clients' needs.
- Applicant must be an organized, self-starter with the ability to multi-task and work both independently and as a team player while also exercising an above average level of creative mindset.
- Strong customer service skills are required, as well as timely response to clients, attention-to-detail, and the ability to think creatively to solve member needs as these are critical to our success.
- The ideal candidate will be skilled with Microsoft Office applications (Word, Excel, and Outlook).
- Familiar with Salesforce.com, social media, blogs, and communication tools is a plus.
- Prior B2B sales is a plus, but not required.
- College degree preferred.

Perks & Benefits:

- Office Hours: Monday – Friday, 9:00 AM to 5:00 PM
- Salary: \$35,000 Plus Incentives & Commissions
- Healthcare, 401K, and Dental & Vision Allotment
- Paid Vacation and Sick Days

This position is available immediately!

If this position seems to be a perfect fit for you, please send your resume and cover letter to

barter@newenglandtrade.com, highlighting why you would make a successful Trade Coordinator for New England Trade, Inc.

New England
Trade
Established 1980

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