



CULTIVATE

Inside Sales Representative

Boulder, Colorado
Full-Time Position

Company Overview

Cultivate is a gifting company based out of Boulder, CO that specializes in on-site gift experiences for corporate events, meetings, and incentive travel. Since 2010, Cultivate has gifted hundreds of top-performing employees on behalf of the companies they work for. Cultivate's on-site gift experiences are designed to help every guest select a gift they truly love from a wide variety of categories.

In addition to its full-time employees, Cultivate has 100+ independent contractors to service gift experiences at events in key markets including California, Florida, Arizona, Hawaii, the Caribbean and other resort destinations around the globe.

What We Need

Cultivate is currently recruiting for a full-time **Inside Sales Specialist**, based out of Boulder, CO. The ideal candidate will be a team player who is able to work closely with the events, marketing, sales, merchandising, and Artifact teams. They will be self-directed, proactive, and ready to define and execute projects independently. Reporting to the VP of Sales, this individual will need to be passionate about using the phone to engage with customers.

Who You Need To Be

The inside sales specialist position develops, maintains and interacts primarily utilizing the phone to a broad scope of new and existing customers within the Corporate Gifts industry to increase sales of branded merchandise, Artifact and on-site gift experience referrals.

What You Will Do

- Warm calling; making multiple outbound calls to potential clients in HubSpot.
- Understanding client needs and offering solutions and support
- Immediate follow up and lead qualification from digital campaigns, marketing events, references, tradeshow, etc.
- Presenting and delivering information to potential clients
- Answering potential client questions and follow-up call questions



- Working with sales team when client is interested in an on-site gift experience.
- Tracking weekly, monthly, and quarterly performance and sales metrics
- Maintaining database (HubSpot) of prospective client information
- Closing sales and working with client through closing process

Standout Skills

- The proven ability to smile and dial.

Must Haves

- Minimum of 2 years professional experience and or training.
- Working knowledge of the Apple computer operating system.
- Innovative and creative thinker.

Compensation and Benefits

- Competitive based upon experience
- Benefits including 401k (w/ 3% match) and insurance coverage

To apply, send your resume as well as examples of your work to Amy@cultivatepcg.com

The above description reflects management's assignment of essential functions; it does not prescribe or restrict the task that may be assigned.