



Enterprise Lead Generation Sales Associate (financial district)

THE ROLE

Are you a curious self-starter who wants to work for an established company with a start-up feel? Direct Commerce is expanding their Sales team and we are hiring an Inside Sales Lead Generation Associate to help grow our enterprise business and help take Direct Commerce to the next level.

Using a variety of techniques and resources, The Sales Lead Generation Associate will be responsible for helping drive new business by developing enterprise leads, qualifying prospects, and scheduling demos and meetings. This is an opportunity to work closely with our unique and talented Sales and Marketing teams and have a direct impact on revenue generation.

KEY RESPONSIBILITIES

- Prospect new clients through outbound calls and emails
- Schedule demos and sales meetings
- Uncover key pains and needs through consultative sales analysis
- Attend trade shows and other events.
- Work collaboratively with the Sales and Marketing teams and other company executives, managers, and team members to help nurture our results driven, team oriented environment
- Track all activities using Salesforce
- Update weekly tracking of all qualified leads converted to opportunities

REQUIRED EXPERIENCE & ATTRIBUTES

- 1-3 years of enterprise lead generation experience. SaaS experience is preferred.
- Ability to prospect leads and be comfortable reaching out to new prospects
- Salesforce / CRM experience
- Excellent written, verbal and presentation skills.
- Well organized with effective time and activity management skills
- Ability to manage multiple tasks
- Goal oriented, able to meet and exceed monthly/yearly goals
- Confident with the ability to work well in a fast paced environment
- Able to work independently as well as on a team
- BS in Business Administration or related fields

ABOUT DIRECT COMMERCE

Direct Commerce is an exciting Software-as-a-Service business that develops and hosts Procure-to-Pay automation solutions for Fortune 500 companies, like The Home Depot, Eli Lilly, Merck and others. Our

products include electronic invoicing, remittance and payment, imaging, discount management, dispute resolution and workflow over a secured web-hosted Supplier Portal.

Direct Commerce is a profitable, stable, and growing company with many challenging new projects.

PERKS

- The opportunity to directly increase revenue growth and work with the client
- Competitive salary, bonus plan and stock options
- Comprehensive medical benefits and 401k savings plan
- Commuter benefits
- Paid time off including all major holidays and flexible work hours
- Catered lunches and unlimited snacks

HOW TO APPLY

Qualified candidates are invited to submit a cover letter and resume to jobs@directcommerce.com.