



Title: Inside Sales Representative

Date Printed: 07/18/2018

Job Posted On: 07/10/2018

Posting Expiration Date: 08/09/2018

Work Location: Colorado Springs, Colorado,

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## Description

BombBomb makes it easy to use simple videos to build relationships through email, text and social media. Our team is scrappy and intelligent. Competitive and collaborative. Fun-loving and tenacious. We're close-knit and love adding new talent to the mix. Our offices feature a stunning view of the Rockies that inspire us everyday. We work in the heart of downtown Colorado Springs, which boasts fresh air, low cost of living, and ridiculous outdoor adventures in our backyard. BombBomb offers a unique solution for our target markets and we want you to be a part of the tremendous growth we are experiencing. BombBomb is more than just a product we're proud to sell, it's foundational to our vision of rehumanizing communication.

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## Required Skills

We are looking for "A-player" ***Inside Sales Reps*** who possess the following:

- Minimum of 2 years of experience closing deals and consistently getting to "YES."
- Experience in customer acquisition.
- Experience with transactional, short sales cycle ("one-call close" is your middle name).
- Confidence in articulating your sales cycle and process.
- Drive to succeed and empower our customers with solutions.
- Coachability. You take criticism well, learn from mistakes, and seek continuous improvement.
- Resilience. You easily bounce back from rejection and maintain a positive outlook.
- Hunter mentality. You live for the thrill of the chase and getting past "no."
- Integrity. You have a deep respect for the innate value of people and you live BombBomb's Core Values.
- If you are a master negotiator who thrives on closing business daily, this might be the role for you.

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## Benefits

### Compensation:

We offer competitive comp including base salary and no-cap commissions! On-target earnings (OTE) = over \$80,000/year.

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**Benefits and Perks of joining the BombBomb team include:**

- Excellent Medical, Dental and Vision Benefits for you AND your family! 10 days paid time off + 5 days sick + 8 paid Holidays.
- 401k Plan with company match.
- Company-sponsored insurance: Life + Short Term Disability + Long Term Disability.
- Paid Parental Leave for moms and dads.
- Enjoy lunch with your team every Friday!
- Foosball, ping-pong, video games, & virtual reality to promote fun and wellness.
- Ergonomic workstations: customizable, powered desks that allow you to sit or stand
- Fun events to nurture a positive culture. Some examples include: family picnic, ping-pong tournaments, pumpkin carving, chili cook-off, costume contest, birthday and work anniversary celebrations, and #HACKWEEK!
- Opportunities to make a difference in our community!
- Volunteer quarterly with local non-profit organizations, Springs Rescue Mission and Dream Centers-Mary's Home.
- Company-sponsored covered parking (24/7 parking access downtown COS).
- Professional development opportunities: conferences, education, leadership training.
- Fitness Center near office: company covers initiation fee + discounted rates for BB employees.
- Employee Referral Program (ERP): earn a bonus if you refer a candidate we hire!

**Kind:** Full Time

**Level:** Staff Position

**Apply**

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Please apply online. Thank you

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