



We are a growing Financial Technology company bringing energy and innovation to SMB owners around the US. With the economic climate for SMB's growing stronger every day, we are offering an opportunity to be right in the middle of the action. We work in a collaborative, fast-paced, agile environment where hard work and success are valued - and rewarded.

Our service is a web-based application that allows small business owners to send invoices, get paid faster, and keep track of their finances - quickly, easily, and accurately. We're obsessed with simplifying the lives of small business owners by helping them save time and money so they can focus on what is important to them vs business accounting.

### **The Role: Small Business Inside Sales Representative**

We're looking for an experienced, reliable and effective verbal communicator to place outbound sales calls to SMB owners in order to educate them on the benefits of our software, schedule a demo so they can get hands-on, and then sign them up for our product. That's it.

Our company partners with Banks and Credit Unions around the US to deliver our solution. Because of this, small business owners are often open and willing to hear about this new feature that helps their business in a tangible way. Our service is already available within their current online banking solution - they just don't know it. Your job is to help them "know it".

This is **not** an outsourced call center position. You will be working for us - a startup financial technology company - that is experiencing solid growth - right in the heart of the best city in Texas.

### **Responsibilities:**

- Drive revenue by acquiring new small business customers in our served markets
- Make outbound calls to SMB's
- Close deals using proven sales strategies as well as your own wits
- Develop and maintain in-depth knowledge of Autobooks' products
- Track and record call results and learnings

### **Requirements / Skills:**

- Successful Phone Sales experience
- Thrive in a fast-paced environment
- High verbal communication skills
- Hardworking, with a positive attitude



- Ethics and integrity - a must!
- Drive to succeed
- Flexible and adaptable to a changing environment
- Prior outbound sales or call center experience highly preferable

**Compensation:**

- \$15/hr during training - then jump to \$18/hr
- Performance-based sales bonuses (\$100+/day possible)
- Full benefits: health, dental, vision, disability, and life insurance after 90 days
- 401k with match

**Job Type:**

- Full Time

**Job Location:**

- Austin, TX