



For more information see:
<https://www.mosaicdatascience.com/>

Mosaic Data Science, located in the Northern Virginia/Washington, DC Metro area, encourages qualified inside sales representatives to contact us regarding current full-time, salaried sales opportunities.

Mosaic Data Science is a dynamic, growing data science consultancy solving some of the most complex and interesting problems in industry. As we continue to grow, we are looking to add a dynamic, sales professional. This position involves working with our marketing manager to follow up on campaigns designed to set you up for new client acquisition, delivery to facilitate deals to close and account management. The sales rep will be responsible for managing leads from first meeting, qualification, proposal writing, to close.

Currently, we experience around 500-700 unqualified web leads per month and need support turning these into new customers. This role will need to thrive in a fast-paced, team-oriented environment. You can expect your responsibilities to grow as quickly as you're willing and able to receive them. You'll enjoy a fantastic benefits package that includes profit sharing and generous personal leave, professional development opportunities, as well as first-rate healthcare and retirement benefits. Most folks who join Mosaic stay here for a long time.

Travel as needed to close new relationships & maintain existing clients.

Sales responsibilities:

- Coordinate with marketing manager to follow up on inbound leads
 - Work with marketing manager to tune marketing campaigns
- Use hunter mentality to drive new sales via phone, email, LinkedIn, etc.
- Manage multiple sales opportunities at once
- Input data into a CRM (Zoho)
 - Capture customer information, including needs and problems
- Clearly communicate Mosaic's value proposition and identify potential areas we can support new customers
- Respond swiftly and courteously to prospect inquiries
- Work with data scientists to develop proposals
- Work with Mosaic contracting team to funnel all contracting paperwork
- Build rapport with prospects through friendly, engaging communication
- Adjust the sales presentation based on success/fail averages

Qualified candidates will have:



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- Bachelor's degree or higher
- 4+ years' sales experience (hunter preferred)
- Prior technology industry preferred but not required
- Excellent verbal communication skills and telephone manner
- Familiar with Windows operating systems
- Experience with Zoho CRM preferred but not required
- Experience with DiscoverOrg preferred but not required
- Proven track record of successful sales experience preferred
- *Must* be a US Citizen or Permanent Resident

All qualified applicants will receive consideration for employment and will not be discriminated against on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or protected veteran status. Mosaic Data Science takes affirmative action in support of its policy to employ and advance in employment individuals who are minorities, women, protected veterans, and individuals with disabilities.

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