



## Inside Sales Representative

### Digsite

[www.digsite.com](http://www.digsite.com)

Are you looking for a high-growth sales position at a technology-driven company? Digsite is seeking an Inside Sales Representative to help us develop relationships with potential customers and impact the bottom line. We target marketers and marketing agencies who need fast online market research to engage with and learn from their target consumers.

### Opportunity Snapshot

We are seeking a motivated self-starter for this opportunity. This full-time position will help to drive Digsite's growth by identifying and qualifying sales prospects. You will be the first touchpoint with Digsite for many prospective customers and will help them get more familiar with the Digsite product.

### The Role

- Use social media sites to identify new leads/potential customers and learn more about them.
- Respond to inquiries about Digsite's products/offerings in a timely, professional manner.
- Reach out to leads via phone or email to assess their needs/fit with Digsite
- Meet and exceed assigned performance targets related to lead generation and qualified opportunities.
- Support the Business Development Executives during the sales process, performing online demos, providing additional research, and developing bids
- Take inbound leads from small accounts through the entire whole consultative sales process, effectively telling the Digsite story and articulating key benefits and differentiation.

### The Requirements

- Bachelor's degree in business, sales, marketing or related field
- Proven work experience (2-3 years) in B2B business development, sales or a similar role
- Outgoing people person who enjoys the "hunt" for new customers
- Outstanding communication and presentation skills (verbal and written), including strong phone presence
- Self-motivated and driven to achieve results
- Excellent time management and follow-through on commitments
- Excels at working with and learning new technology
- Experience working with HubSpot and/or other CRM systems
- Positive and energetic
- High ethical standards
- Work from our office in Madison, Wisconsin

### Why Digsite?

- Companies today need more agile, iterative market research tools to stay on top of market trends. Industry momentum has shifted recently to nimble qualitative insight tools like Digsite.



- Digsite is an emerging leader in this space. Our platform enables brands to get the consumer feedback they need to build innovative products and marketing programs.
- We work with leading brands, including Dannon, Sub-Zero, Sony Interactive Entertainment, Organic Valley and more.
- You'll be a part of a fast-growing company where you can have a real impact

### **Compensation**

- Base salary commensurate with experience
- Bonus based on achievement of sales goals
- Vacation and paid company holidays
- Company health insurance plan

### **About Digsite**

Digsite® on-demand insight communities transform traditional qualitative research into an online experience that looks and feels like familiar social media. Since Digsite launched in 2014, a wide range of companies has used Digsite to identify unmet needs, generate and build on new ideas, get feedback on concepts and products and optimize brand communication. With Digsite, marketers go from unanswered questions to consumer-informed decisions in as little as one day; they can purchase subscriptions that allow their teams to iterate with consumers throughout the year.

Resume and cover letter can be sent to [jane@digsite.com](mailto:jane@digsite.com)