



HeavyConnect Sales Representative

Mission

HeavyConnect empowers food producers to simplify operations and work-life with easy collaboration software.

About us

Based in California's Salinas Valley, HeavyConnect is the leader in mobile workflows for the farming industry.

HeavyConnect simplifies operational complexity and regulatory compliance for the agriculture industry by leveraging the burgeoning capabilities of standard mobile devices. We have created a mobile platform that digitizes the paper-based workflows of remote farming and processing operations. Since inception, HeavyConnect has evolved beyond digital data collection to providing workflow collaboration tools for teams that focus on Food Safety, QA, Pest Management, Worker Safety, Employee Time & Attendance, and more.

About the role

We are seeking a Sales Representative to join our sales team. This role is the foundation of our Sales & Marketing team, and is responsible for sourcing and engaging prospective sales leads at the beginning of the customer journey. Sales Representatives develop an understanding of the customer's needs and explore the value and fit of the HeavyConnect platform with the customer.

Responsibilities

- Prospect lists and make consistent cold calls on a weekly basis.
- Own the sales process from unqualified lead through demos and contracts.
- Effectively communicate HeavyConnect's value proposition.
- Demonstrate product mastery of the HeavyConnect platform.
- Document all customer interaction in Hubspot.
- Work with marketing to engage prospective customers through marketing channels.
- Keen ability to identify and engage Ideal Customer Personas at scale.

- Gather insights and develop understanding of prospect's processes and operations; identify product fit with prospective customers.
- Represent HeavyConnect at trade shows and events.
- Perform in-person and/or remote product presentations for prospective customers.
- Efficiently navigate the sales process to ensure milestones and timelines are met.
- Consistently deliver on Marketing & Sales metric goals.
- Work with the Customer Success team to set customer deployment plan and milestones.

About you

- Education: Bachelor's Degree or equivalent work experience.
- Minimum 2-3 years of inbound/outbound sales experience.
- Hands-on experience with multiple sales methods (cold call, referral, account management).
- Proven track record of exceeding sales quotas.
- Tech proficiency: Hubspot, Office 365, GSuite, Slack, iOS & Android.
- Excellent collaboration skills and ability to deliver engaging presentations.
- Highly resourceful and ability to manage multiple tasks and organizational responsibilities.
- Present professionally with exceptional interpersonal, written, and verbal communication skills.
- Experience with software training, world-class customer service, and account management.
- Spanish & English fluency desired.

More...

Company: HeavyConnect, Inc.

Location: Monterey County, California, USA; remote

Compensation: The ideal candidate will receive a competitive salary with performance bonus and a full benefits package.

Inclusion: Come as you are. We celebrate diversity and are committed to creating an inclusive environment for all employees. HeavyConnect is an equal opportunity employer.

To apply, email contact@heavyconnect.com with the subject line "Sales Representative Application".

Please include your resume within the body of the email.