



Electronic file folders that work the way you do.

GreenFolders, seeks an enthusiastic, career oriented **Sales Consultant**, with impeccable work standards, to join our rapidly growing sales team. This influential Sales Consultant will be located in the Salt Lake City area, with the responsibility of finding, developing, closing and servicing title insurance companies, settlement service providers, real estate attorneys, lenders, and other financial service companies. Our employees enjoy a base salary, benefits and the opportunity for significant sales commissions. This is a full-time position.

#### Required Experience:

- Bachelor's Degree in Business/Marketing or related field
- 2-3 years related experience and/or training (technology business-to-business sales a plus)
- Experience with out-bound calling on businesses preferred
- Knowledge of and proficiency using desktop computing and internet technology concepts and tools (knowledge of Windows, and Web-based software applications)
- Experience drafting and presenting sales proposals
- Experience in the land title, mortgage, and/or settlement services industry a plus

#### Skill Traits and Qualifications:

- Strong work ethic
- Mature, confident, professional appearance, and demeanor
- Strong PC skills
- Persuasive and convincing style
- Ability to develop a new sales territory and establish systematic practices for a rapidly growing sales area
- Engaging and pleasant interpersonal skills over the telephone, internet, one-on-one meetings, and in a group setting
- Polished presentation skills, both in person and over the internet, including the ability to use analytical and technical differentiation
- Ability to observe, recognize and courteously adapt communication and sales approaches to distinct personalities, motivations and various job positions
- Clear and convincing written communication skills
- Demonstrated ability to productively schedule time and organize around priorities
- Self-motivated and directed
- Work collaboratively with remote sales and marketing resources
- Ability to record all leads and sales activity in the company's contact management system (SalesForce.com) and prepare sales forecasts

#### Company Description:

GreenFolders is the leading provider of paper file replacement systems for real estate related businesses. The GreenFolders system optimizes the flow of work in an office while empowering individuals to work more efficiently without paper files. Our system dramatically benefits companies by (1) eliminating the cost of printing paper documents, (2) dramatically improving operational efficiencies, (3) enhancing client service levels, and (4) significantly reducing costly overhead associated with paper file creation, management, and storage.

Please email a no more than two page resume and single page cover letter in PDF format to [hr@greenfolders.com](mailto:hr@greenfolders.com). For more information about us, you may also visit our website at [www.greenfolders.com](http://www.greenfolders.com). *Only qualified applicants will be considered and contacted.*