



Job Description

Sales & Marketing Support Specialist

DESCRIPTION

Rapidly growing, and leading, sales quoting software manufacturer has an exciting sales and marketing support position available for a qualified individual in Orlando, Florida.

ABOUT ASPIRE TECHNOLOGIES, INC.

Headquartered in Orlando, Florida, Aspire Technologies, Inc., is a privately held company with 15 years of experience in developing sales force automation software that integrates with leading contact management and accounting applications to include ACT!, GoldMine, Maximizer, MS CRM, Outlook, salesforce.com, SalesLogix, TeleMagic, ConnectWise, QuickBooks, and Peachtree. Selling to a variety of markets, Aspire Technologies, Inc. has developed a unique niche of workgroup enabled quoting software for use across the enterprise. Our flagship application, QuoteWerks, currently has over 45,000 users in 80 countries. Our software is deployed in companies of all sizes in virtually all industries.

Aspire Technologies, Inc. has built its position in the marketplace as a small to middle market leader by providing a line item based quoting solution that has the ease of use of spreadsheet software, with the feature set, power, and flexibility of high end custom solutions without the associated costs and complexities.

OUR MISSION

We believe in old school values and are proud to continue these traditions where businesses are honest in their practices and deliver high quality, reliable products and make them available for a fair price. Our company mission is to create high quality sales quoting and ordering software to be used by companies in most industries by adhering to the fundamental needs of the quoting process. We strive to be available to our prospects and customers for pre-sales and post-sales customer service and to provide knowledgeable honest responses in the best interest of the customer. We do not strive to make the most money (at the expense of poor customer service) or be the largest company (bigger is not always better in our book), but rather strive to build a strong resilient company that focuses on a quality experience for its customers, prospects and employees.

JOB OVERVIEW

Location of Position: Orlando, FL
Base Salary: Based on experience
Bonus: Quarterly Performance Bonus

The Sales and Marketing Support Specialist will be charged with assisting the Vice President of Sales and Marketing and our inside sales team with the day to day execution of our sales, marketing, and customer service initiatives. The workload will be a combination of projects coupled with execution of marketing campaigns and



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sales team support. This entry-level position can lead to an inside sales career for those qualified and proven candidates seeking advancement into a sales position.

We are looking for ambitious, hard working, eager to learn, self-starting individuals that can make their mark in our company. This position will require phone skills and an aptitude for heightened attention to detail, as this new position will be highly visible and will require the selected candidate to multi-task on a regular basis.

DUTIES

- Provide customer service support to house accounts and make outbound calls to existing customers to ensure account retention.
- Qualify prospective leads and potential resellers prior to account rep assignment.
- Prepare marketing campaign assets and materials.
- Conduct market research and competitive analysis efforts as required.
- Provide post-launch, direct marketing campaign support through outbound calls to recipients to confirm receipt of campaign materials and determine suitability and interest in the QuoteWerks product.
- Remind registered attendees of upcoming webinars.
- Schedule web-based product demonstrations and conference calls for our inside sales team.
- Prepare and perform appropriate follow-up communications, including the sending of collateral materials to prospective clients.
- Attend tradeshow and industry conferences as needed to assist in presentations, booth operations, etc.
- Provide marketing campaign fulfillment (preparation of mailers, proofing of ad copy, list development, etc.) as assigned.
- Perform pre-show attendee invites to booth and demo presentations. Will also provide post-show follow-up with all attendees and booth visitors.
- Other tasks and projects as assigned by the Vice President of Sales & Marketing.
- Order fulfillment including preparation and shipping of product.

REQUIREMENTS

Qualifications

- Excellent verbal and written communication skills.
- Professional demeanor
- Willingness to learn.
- Possess a strong work ethic with the ability to work independently.
- Demonstrated problem resolution skills/experience.
- Demonstrated knowledge of general sales, marketing, and customer service skills.
- Possess a working knowledge of Microsoft Office products.
- Prior marketing communications and/or marketing project experience preferred.

Chosen candidates will receive comprehensive product training, customer relationship management software training and daily interaction and support from management.



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Aspire Technologies, Inc., offers competitive salaries, bonuses, and spiffs (incentives). Benefits package includes: medical and dental plan, paid vacation, sick, and personal time, and more. Aspire Technologies, Inc. is an Equal Opportunity Employer. To learn more about QuoteWerks and Aspire Technologies, Inc., visit us online at: www.quotewerks.com.

FOR MORE INFORMATION CONTACT

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