



Role Posting
Inside Growth Hacker
aka Inside Sales Representative

Redemption Plus is a one-of-a-kind organization where enthusiastic, caring people can lead full lives by bridging their professional and personal worlds. We don't have jobs and just show up for work each day. Rather, we invest our time in developing ourselves and building our company – helping each become the best they can be. After all, everyone here is trading each day of their life to live it with us. We embrace innovation, hard work and high performance, positive attitudes, open and honest conversations, and of course, playfulness!

It is our mission to help customers win by relentlessly driving out costly waste and rework, while simultaneously discovering impactful insights. Every action, every decision, every word we speak should fulfill our purpose: "Enriching lives through insights that empower."

Additionally, we live and breathe our three core behaviors: Customer-centric; Agents of Change; and Playfulness.

We hire with our "permission to play" behaviors in mind: Integrity; Accountability; Character; Collaboration; Continuous Improvement; Adaptability; Flourish; Examiner; Empathy; and Vulnerability.

Overview:

Our Inside Growth Hacker will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. Our ideal candidate must be comfortable hitting the phones each day, working with existing customers and prospects to generate interest, qualify prospects, and establishing customer needs.

Essential Duties:

- Managing an established book of business and accountable for meeting or exceeding forecasted sales goals;
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails;
- Strong communication skills to understand customer needs and requirements while addressing customers' concerns, questions, and objections;
- Follows up and maintains relationships with customers on an ongoing basis;
- Maintain strong knowledge of product mix and performances to help add value to customers during the sales process;
- Team with internal and external partners to build opportunities pipeline.

Placement Criteria:

- A minimum of 2 years' experience in related roles, with a Bachelor's degree preferred;
- Dynamic communicator, comfortable with being on the phone most of the day;
- Proactive, energetic, dynamic and a self-starter;
- Capability to focus and execute tasks quickly with excellence and minimal supervision;
- Detail-oriented with ability to oversee projects from concept to completion;
- Ability to flourish in a high-growth, dynamic, entrepreneurial environment;



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- Demonstrated organization, facilitation, communication and presentation skills and excellent computer literacy;
- Ability to interact and communicate effectively and professionally, and provide exceptional service, both internally and externally at all times;
- Ability to prioritize workflow and organize diverse material and ability to handle multiple, competing and changing priorities; ability to perform effectively without supervision and within established time limits and ongoing deadlines;
- Preference given to curious, life-long learners committed to expanding knowledge for the good of the organization.

Compensation & Care Package:

Competitive base salary plus commission, full-time and a comprehensive benefit package.

In addition to Health, Dental, Vision, Short/Long Term Disability and Life Insurance, we also offer a medical benefits concierge service, an array of healthy lifestyle programs on-site (incredible lunches, workout facility, workout classes, meditation classes, chair massages, ph mineral enhanced water and so much more!), fully stocked beer fridge, company fun events, shipping discounts/credit, dry cleaning and Uber safe-rides. We could go on and on, but no one likes a bragger.