



## Sales Executive

PDI is a comprehensive data and software product that provides data and software products to campaigns across the USA. Your role as a PDI Sales Executive will be to own, manage, and drive the full sales cycles from first contact with qualified leads through contract negotiation/close (some account management) while ensuring happy and reference-able customers.

Your daily workday will involve a significant amount of time making phone calls and sending emails. Your main activities will include researching potential customers, giving demos, providing quotes, explaining features and pricing, and closing deals by guiding leads through the sign-up process to successfully become a paying PDI customer. You'll also be expected to maintain relationships with existing customers by checking in with them periodically and resolving any issues they may encounter with the PDI system or the company itself.

### Expectations:

- Self-motivated team player and creative problem solver
- Passion for prospecting and sales best practices
- Doesn't take rejection personally
- Able to play the role of 'trusted advisor' to campaign staff and consultants
- Able to travel for conferences and meetings
- Able to thrive in an ever-changing, upbeat environment
- Able to work autonomously while maintaining focus and an unwavering work ethic
- A basic understanding of the sales cycle

### Expected Skills & Experience:

- Bachelor's degree
- 2+ years of experience in an outbound sales role
- 3+ years of experience in the technology or progressive political spaces, preferably in a field organizing capacity
- Demonstrated history of meeting or exceeding quota in a sales role
- Proficiency in Microsoft Office including Outlook, Word, PowerPoint, and Excel
- Hands-on experience with common sales tools (CRM, Sales Navigator, etc.)
- Extraordinary communication skills, both written and oral (you'll speak with a lot of potential customers as their PDI "advisor")

Compensation for this role includes a base salary of \$70,000 and bonuses based upon performance.

Benefits include -

- 8 weeks PTO
- 100% Dental, Medical and Vision coverage for employee
- 100% Dental, Medical and Vision coverage for dependents

This position is full time and can be located in Norwalk, Sacramento, or Las Vegas, but the position can be remote as needed.

To apply please email (with "PDI Sales Executive" as the subject) your resume, a cover letter, and three references to [jobs@politicaldata.com](mailto:jobs@politicaldata.com).

*PDI is an Equal Opportunity Employer that values a diverse workforce and inclusive culture. Applicants of diverse backgrounds are welcomed and strongly encouraged to apply.*