

Position Description: Sales Associate

Roles and Responsibilities

Consensus Point is seeking a Sales Associate responsible for:

- Business to business prospecting with senior executives at large research and media companies.
- Cold calling and inside sales
- Developing leads and managing sales cycle, prospecting
- Educating clients on the benefits of our platform
- Presenting capabilities at a high level, to an informed and educated audience
- Managing the lead generation process and developing new ways to attract prospects

This position will have a national footprint and a majority of contacts will be outside the metro Nashville area. We are a funded start-up and this is a ground floor opportunity to grow with the company. You perform and we reward.

Skills and Experience

The following attributes and characteristics are required:

- 2 yrs minimum experience in a sales environment.
- Experience cold calling in an inside sales environment.
- Must be able to: Carry a conversation with a stranger, speak in front of a small group, call someone you do not know and build a relationship.
- You don't have to be a marketer to succeed, but you must have a passion for marketing and willingness to learn about market research
- Marketing and market research experience is a plus
- Must know your way around Microsoft Office

If interested, please contact sales@consensuspoint.com

About Consensus Point

Consensus Point is a, Nashville-based pioneer and leader in the exciting enterprise collective intelligence industry, serving some of the most innovative Fortune 500 companies and largest government agencies, such as Best Buy, Motorola, and GE. The Consensus Point solution, a prediction market, captures crucial leading indicators that help accelerate decision making by tapping into the knowledge of people.

The success of this solution relies on the wisdom of many versus one subject matter expert, as was demonstrated in the popular TV show, “Who Wants to be a Millionaire” and James Surowiecki’s book, *The Wisdom of Crowds*. The company and the enterprise prediction markets industry have received recent recognition by the leading business media, including *The McKinsey Quarterly*, *Forbes*, *Business Week*, *Newsweek*, and *The Economist*.

Consensus Point provides an established, comprehensive solution, including Software as a Service (SaaS) with an on-demand or on-site license delivery model, project management, and consulting services. The Foresight platform is based on secure, open systems and scalable, three-tiered architecture and has an API for integration with any enterprise technology platform.