

Cincinnati coin manufacturer, Osborne Coinage, is looking for a full-time Sales Development Representative (Inside Sales) to cultivate new business opportunities as well as serve as the liaison between sales and marketing. We're looking for a results driven self-starter who is highly motivated, has the ability to develop rapport with prospective clients easily and is interested in developing their career in a fast-paced environment.

Founded in 1835, The Osborne Coinage Company is America's Oldest and Largest Private Mint. Our organization specializes in high volume minting of custom coins, tokens, medallions and promotional minted materials.

Throughout the rich history of The Osborne Coinage Company, our products have been significant artifacts of United States culture including: minting the presidential campaign medals for Abraham Lincoln's successful campaign (as well as for eight other presidential candidates), minting of millions of doubloons for the Mardi Gras celebration in New Orleans and making more transportation tokens than any other private mint (exceeding the 100 million tokens used by the New York subway system).

**Main responsibilities:**

- Proactively seek new business opportunities in the market by filling the top of the funnel - responding to inbound web leads, leads from conferences and by proactively prospecting over the phone (60-70 calls/day) and via email
- Qualify leads from marketing campaigns as sales opportunities and forward qualified leads to Account Executives
- Schedule meetings/calls between prospective clients and Account Executives
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities into the sales funnel
- Build long-term trusting relationships with clients
- Customize product solutions by sharing similar proven ideas to increase customer satisfaction
- Manage data for new and prospective clients in Synergy ensuring all communications are logged, information is accurate and documents are attached

**Qualifications:**

- At least two years minimum lead generation experience using the phone, email, and social media platforms
- Bachelors in Art or Bachelors in Science from an accredited college preferred; high school diploma, required
- Experience with mailing and lead generation tools (able to quickly search/find information), hands-on experience with multiple sales techniques, able to deliver engaging presentations and understand sales performance metrics
- Persistent, highly motivated to increase sales and able to handle rejection
- Strong organizational, time management, attention to detail, oral and written skills with a dynamic telephone presence
- Proficiency with MS Office (e.g. Outlook, Word, Excel), scheduling and project management
- Experience with CRM software (e.g. Synergy, Salesforce, Goldmine)
- Graphic design experience, preferred

Position is 40 hours/week, Monday-Friday, between 8:00 a.m. – 5:00 p.m. Competitive salary and benefits provided. We also have an in-house fitness center with yoga, running and weight training.

To apply, please send your cover letter and resume with salary requirements to [zandwalt@gmail.com](mailto:zandwalt@gmail.com). To learn more about Osborne Coinage, go to <http://www.osbornecoin.com>.