



Autobooks works hard to make small business banking simple. Through our partnerships with banks and credit unions, small business owners have access to a modern suite that makes business banking easier.

When you join Autobooks, you're joining a team dedicated to small business growth. We want your ideas, passion and experience to continue improving what we offer.

Our downtown Detroit HQ is in the vibrant Madison building, named one of the World's Coolest Offices by Inc. Magazine. Autobooks also has a growing presence in Texas with a satellite office in Austin; and offers flexible, remote work environments for certain roles.

Ready to help change what it means to do small business? Let's talk.

### **The Role: *Small Business Inside Sales Representative***

*The Small Business Inside Sales Representative is a consultative sales position. He/she will be responsible for performing outbound sales calls to SMBs, educating them on the platform, scheduling demos, and ultimately signing up new users to Autobooks. We are looking for an enthusiastic and effective verbal communicator to conquer the next challenge and win.*

#### **Responsibilities:**

- Drive revenue by acquiring new small business customers in our served markets
- Make outbound calls to small and medium sized businesses
- Close deals using proven sales strategies
- Develop and maintain in-depth knowledge of Autobooks' products
- Track and record call results and learnings

#### **Required Experience/Skills:**

- Enjoy talking to people and engaging them in conversation
- A natural, results-driven closer
- Thrive in a fast-paced environment
- High verbal communication skills
- Hardworking, with a positive attitude
- Flexible and adaptable to a changing environment
- Prior outbound sales or call center experience highly preferable

#### **Compensation:**

- \$15-\$20/hr, commensurate with experience
- Performance-based sales bonuses (\$100+/day possible)



**Job Type:**

- Full Time

**Job Location:**

- Detroit, MI

A flexible, entrepreneurial work environment and team atmosphere makes this a great place to work. Please provide a complete resume and work history detailing your qualifications and experience to [careers@autobooks.co](mailto:careers@autobooks.co) and indicate "Small Business Inside Sales Representative" as the subject. To learn more about us, visit [www.autobooks.co](http://www.autobooks.co).