



## **Sales & Mission Development Representative (Outside Sales)**

*70% of Working-Age Americans Who Are Blind Are Not Working  
Help Us Do Something About It!*

Beyond Vision is a non-profit organization dedicated to promoting career opportunities for people who are blind or visually impaired. We are seeking a successful sales professional to help us grow our business and expand career opportunities for individuals who are blind or visually impaired.

The Sales & Mission Development Representative is responsible for:

- Generate and develop new customer accounts to increase revenue in call center services and business supplies by developing and fostering a network of referrals.
- Create and maintain a prospect list and qualify information to determine their potential. Work with business unit leaders in identifying new prospects to target.
- Effectively manage the sales process from lead development to accepted proposal. Work with business unit leaders, purchasing, and accounting to ensure accurate pricing, scheduling, and customer set-up.

We require:

- 2 or more years of sales experience in a B2B environment.
- A successful track record of new business development by moving prospects through the sales cycle to successful closure.
- A consistent history of goal attainment or the ability to explain what barriers caused you not to hit your goal.

We offer a competitive salary/commission program, benefits, and a culture committed to growth. Send your resume and salary requirements to:

[hr@beyondvision.com](mailto:hr@beyondvision.com) Learn more about Beyond Vision at [www.beyondvision.com](http://www.beyondvision.com)

**Call Center • Machining • Assembly • Office Supplies**

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