

Job Title: Inside Sales Support Representative
Department: Partnership
Reports to: VP of Corporate Partnerships

FLSA status: Exempt
Classification: Full-Time
Location: Salt Lake City, UT

Ragnar exists to make life more awesome. We are a group of active people who seek to work with individuals who work hard and play hard and have a deep desire to be successful. Ragnar is a Utah-based company with a national footprint, we are a premier series of overnight road and trail running relay adventures. Occasional physical labor and working some race weekends is a requirement.

We offer a great benefits package including 75% paid health care premiums, 401K & match, open PTO policy, one free Ragnar team registration per year with travel and much more.

Position Summary: As Inside Sales Support Representative, you will be responsible for business development and responding to Partnership team needs. You must be able to communicate well with all areas of the company and closing the loop with our team and our partners. This position requires someone with strong attention to detail, excellent time management skills as well as the ability to work as an individual and to contribute to the team.

Essential functions and responsibilities:

- Prospecting and qualifying of potential partners
- Connecting with Partners and potential partners via Email, Phone
- Set and confirm meetings
- Give presentations and be able to articulate the Ragnar story and value proposition
- Making your way past gatekeepers to C Level executive decision makers
- Closing new business
- Updating sales information in Sales Force
- Building and maintaining a referral network to grow business
- Meeting or exceeding all sales and performance goals on a consistent basis
- Attending regular Sales meetings and working with the Partnership team
- Attending Trade shows and races as required

Qualifications:

- Strong Communication Skills
- Superb Organization and Time Management Skills with High Attention to Detail
- Associates Degree or Higher
- Minimum 2 years sales experience
- Proven track record of new business development
- General computer and internet savvy (MS Word, Powerpoint, Excel)
- Experience with Salesforce.com a plus
- E mail marketing skills are a plus (Pardot)

Travel Requirement:

- Travel to 2-4 races a year will be required



RAGNAR RELAY
12 South 400 West, 2nd Floor
Salt Lake City, Utah 84101
TOLL FREE: (877) 83-RELAY
OFFICE: (801) 499-5024
FAX: (801) 499-5023
RAGNARRELAY.COM

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Salary, plus commissions

- Varies based upon experience and qualifications

Physical demands and work environment: The physical demands and work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Physical demands: While performing duties of job, incumbent is occasionally required to stand; walk; sit; use hands to finger, handle, or feel objects, tools, or controls; reach with hands and arms; talk and hear. Employee must occasionally lift and/or move up to 50 pounds. Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.
- Work Environment: The noise level in the work environment is usually moderate.
- Some travel required.
- Working weekends and long hours during races.

To apply: Please submit resume with cover letter along with salary history and salary requirements to jobs@ragnarrelay.com . Resumes without salary history will not be considered.



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