HMI Performance Incentives is a leading full-service performance improvement company located in Metro Boston directly off 95. For 35 years HMI has focused on overcoming business challenges by executing channel loyalty, sales incentives, employee engagement, and group travel strategies. HMI’s customized approach includes a comprehensive and robust solutions platform, data driven reporting and analytics, creative communication campaigns, and personalized program management to help companies drive engagement, increase sales, and generate profit. Founded in 1980, HMI continues to expand its global presence, offering tactical performance incentive solutions in over 80 countries worldwide.

HMI Performance Incentives might be for you if you’re looking for a company where you’ll grow your career with a front row seat in working through challenges with a team of dynamic thought leaders.

**Sales Development Specialist**

This team member will perform high quality research on prospective customers, help think through outreach strategies, identify sales opportunities, as well as answer and respond to inbound leads and requests. You’ll constantly use your business acumen to identify needs in how HMI could help prospects overcome business challenges. This person is responsible for carrying the baton in the beginning of the sales cycle and will be an integral part of the team.

**In this role, you will:**

* Conduct high volume prospecting and research to qualify leads using tools such as Hoovers, HubSpot, LinkedIn, and more
* Work closely and collaboratively with the Sales Operations Manager to develop and implement appropriate prospecting strategies
* Work collaboratively with the marketing department to execute sales strategies
* Get real life MBA experience in learning how a variety of businesses from different verticals operate, what challenges they face daily, and how incentives work to improve their businesses
* Think through and help solve challenges that will advance HMI in our vision for our future

**You must have:**

* Minimum 3 years' experience in a Business Development role or similar
* Track record of high achievement
* Excellent written and verbal communication skills
* Previous successful sales experience OR a strong desire to begin a sales career
* Working knowledge of Strategic Selling/Challenger approach
* High energy with an exceptional self-driven sense of motivation and competition
* The propensity to quickly turn learning into action
* Goal oriented with a desire and drive to exceed your goals
* Naturally curious and passionate
* The technical aptitude to master an assortment of sales tools

**Why HMI?**

* Be a key player in a team that’s helping drive the growth of the company
* Join a culture of passion and entrepreneurial spirit
* Travel perks and benefits
* Fun social events and company outings

**Please send resumes to:**

Agnes Fotino, Email: afotino@hmiaward.com