

Litigation support - Sales and customer service representative

Lit & More, Inc, a leader in litigation support, has an immediate opening for a top sales person with a proven track record to call on law firms and corporate legal departments. You must be a self-starter with a proven track record to develop and maintain successful business relationships, provide outstanding customer service and develop new accounts. Responsibilities include developing new clients, building relationships with existing clients, and ensuring client's needs and requirements are met in order to increase sales on a very consultative, relationship building level.

Required:

- A track record of meeting and exceeding sales goals in selling services
- Knowledge of and the ability to execute every phase of the selling process with a high degree of success
- The ability to develop and implement an effective selling strategy
- Excellent presentation, demonstration and written communications skills
- Leadership skills
- Self-motivated
- Professional demeanor

Desired:

- Strong professional sales and account management skills
- Results oriented with excellent record of success and a proven track record
- A knowledge of litigation support services such as imaging, coding and electronic discovery a plus.