

Job Title: Sales Prospector**Location:** In-Office/Hybrid – Bozeman, MT**Part Time:** 20-30 hours per week**Pay:** \$25/hour**Reports To:** Director of Marketing**Position Summary:**

We are seeking a highly motivated and detail-oriented **Sales Prospector** to support our Area Directors in driving new business opportunities. The ideal candidate is skilled at identifying high-quality leads, conducting research on potential customers, and entering accurate, strategic contact information into our CRM system. This role is essential in helping our sales team focus on closing deals by ensuring they are equipped with a robust pipeline of qualified prospects.

Key Responsibilities:

- Research and identify potential customers that align with our ideal customer profile.
- Source high-level contacts (C-level, VP, Director roles) using tools such as LinkedIn, ZoomInfo, or other data platforms.
- Qualify prospects based on industry, company size, revenue, and other key criteria.
- Accurately input and maintain detailed prospect information in the CRM system, ensuring data cleanliness and usability.
- Collaborate closely with Area Directors to understand target markets, sales priorities, and campaign goals.
- Monitor and track industry trends, market shifts, and new business opportunities.
- Support outbound campaigns by generating lead lists and helping segment target audiences.

Qualifications:

- 1+ years of experience in a sales support, research, or lead generation role preferred.
- Proficiency with computer operating systems.
- Strong research skills and the ability to quickly understand new markets and business types.
- Exceptional attention to detail and organizational skills.
- Self-motivated and capable of managing multiple tasks independently.

- Excellent written and verbal communication skills.

What We Offer:

- Opportunity to be part of a dynamic and supportive sales team.
- Training and development to grow within a sales career path.
- Flexible work environment (if applicable).
- Competitive compensation and potential for advancement.