

Job Description Inside Sales Representative

TYPE:	DATE:	JOB TITLE: Inside Sales Representative	JOB CODE:
Department:	JOB REPORTS TO:		President

The Inside Sales Representative is an important part of our sales team and responsible for specific markets and/or territories. The inside sales representative is responsible for the generation of qualified prospects, the sale of company products that can, and should be accomplished via telephone, and the coordination of face-to-face visits by the regional field sales representative for applicable opportunities. This position will focus heavily on prospecting and qualifying, and cold-calling skills will be required.

We are looking for an individual with high energy, passion and a drive for success to support our extensive growth in the rugged tablet market.

JOB DESCRIPTION:

Responsibilities:

- Identification, development, and acquisition of new customers, including establishment and daily management of a prospect sales-funnel program
- Execute an aggressive daily outbound calling campaign for lead qualification, follow-up, and demand generation, reseller sales support and appointment creation for the outside sales representative
- Establish and attain annual, quarterly and monthly team sales objectives and abide by the company established strategic selling process
- Manage overall sales process on applicable accounts
- Provide qualified leads and appointment set-up for outside sales representative
- Provide qualified leads to applicable channel partners
- Provide daily input into company CRM system
- Respond to RFP / RFQ's, and coordinate all quotes with account manager
- Assist in the development of an annual Sales Plan and provide quarterly updates and suggested modifications
- Understand target market needs, company products, and the related applications thereof
- Provide input to Marketing regarding market needs and target marketing strategies
- Occasionally travel to prospect and customer locations
- Occasionally travel to trade shows and user conferences in support of sales and marketing campaigns
- Identify new partner prospects and work with Regional Sales Rep to grow partner channel
- Provide bi-weekly sales progress sheets/reports
- Generate quotes
- Work closely with other departments to ensure a high level of customer service satisfaction

Position Specifications:

Required Skills & Experience:

- Five or more years of proven, regional / national inside B to B new business sales experience
- Proven experience developing and maintaining small to large account relationships
- Ability to provide annual sales performance to quota information for all years of experience
- Ability to describe the process by which they were successful
- Proven experience working in a team selling environment

Like to have experience:

- Proven selling experience in the computing industry
- Ten or more years of proven regional / national inside B to B new business sales experience

Compensation:

- Salary plus incentive compensation in line with experience / qualifications
- Paid vacation and holidays
- Company 401k program with match
- Company health plan
- Company life insurance and short/long term disability