Inside Sales Representative

Role

Perform outbound calling, qualifying and converting leads into appointments for technical sales

Follow up with qualified leads until they’re active and ready for technical sales ownership

Prepare targeted emails and promotion materials for prospects

Articulate reed’s value proposition to prospects

Target net-new companies, and uncover new opportunities using other channels

Execute using reed’s prospecting methodology, recommend improvements to processes

Achieve Monthly KPI’s

Qualifications

5+ years of inside sales or call center experience is strongly preferred

High school diploma or equivalent required, BA/BS degree preferred

Proven track record with impressive sales numbers

Excellent telephone sales skills

Excellent written and oral communication and presentation skills

Knowledge of CRM

Creative thinking, detail oriented, & excellent time management

Overwhelming desire to WIN