



Role: Inside Sales Representative

General Description

The position reports directly to the local Marketing Manager and has a primary working relationship with the regional team.

An inside sales representative will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of calls per day, generating interest, qualifying prospects and following up of leads until closure.

A successful ISR needs to be competitive that thrives in a quick sales cycle environment, strong in listening and presentation skills, ability to multi-task, prioritize, and manage time effectively.

Roles and Responsibilities

- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understanding customer needs and requirements
- Routing qualified opportunities to the appropriate sales teams for further development and closure
- Follow up leads till closure and achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Team with channel partners to build pipeline and close deals
- Perform effective online demos to prospects
- Update the call out reporting accurately ensure all the details has been update into the report after converse to prospects
- Complete and update reporting in a timely and accurate manner

Job Requirements

- Minimum 1 to 2 years sales experience and working experience in a distribution will be an advantage
- Self-disciplined with proven inside sales experience
- Track record of over-achieving quota
- Strong phone presence and experience dialling dozens of calls per day
- Experience working with Microsoft Office and CRM
- Strong listening and presentation skills
- Ability to multi-task, prioritize and manage time effectively
- Able to accept a desk-bound job with no travel required

Interested parties, please send your resume to enquiries_apac@exclusive-networks.com