

Inside Sales Representative

Position Summary:

The Inside Sales Representative is responsible for driving sales of Enduvo immersive training and educational software with a focus on acquiring new customers while retaining and growing our existing base of customers.

Primary Responsibilities:

- Manage and handle all inbound inquiries (emails, calls & web inquiries); source new sales opportunities through outbound campaigns and inbound lead follow-up
- Contact potential customers and cultivate relationships; identify decision-makers and set meetings through voice and video consultations; qualify leads into prospects; present and promote our capabilities to prospective clients
- Develop rapport with potential customers and obtain financial insight; identify budget and people involved in the decision making process for each sales opportunity
- Perform remote software demonstrations; determine the ROI for the software in customer-specific use cases
- Develop and maintain a close relationship with decision makers in customer portfolio; investigate, understand and document the internal business processes and needs of customers to position appropriate solutions
- Develop and maintain long-term relationships within the medical, educational, industrial and public sectors to promote the use and benefits of Enduvo software while achieving key sales targets
- Participate in company meetings to obtain current product knowledge and understand sales techniques; maintain strong understanding of the value of the company's products and services; develop & maintain knowledge of competitive products
- Keep management informed by communicating concerns, issues, feedback from customers and new requirements; provide accurate monthly and quarterly forecasting; submit activity and results reports
- Maintain and organize all customer account information and communications in our CRM
- Perform other duties as assigned or required

Qualifications/Requirements:

- 3+ years of direct SaaS sales experience (indirect channel sales a plus), with a training or eLearning industry background and a strong, broad network of training contacts is required
- Knowledge of and functional experience using Salesforce
- Familiarity with web-based applications and programs to effectively manage pipeline and marketing campaigns
- Proficient with corporate productivity and web presentation tools with the ability to produce engaging and informed sales proposals, ROI analysis, presentations and supporting documentation
- Strong organizational skills with demonstrated ability to research, plan sales call activity, qualify leads and targets, and follow-up with prospective customers
- Ability to actively listen to potential client needs and build interest in our software by creating inspirational solution sale pitches and proposals
- Ability to effectively prioritize time and responsibilities and meet deadlines in a fast-paced start-up environment
- Proven relationship building skills as well as the ability to develop and build rapport at all levels of an organization
- Excellent communication and presentation skills with a variety of styles and approaches to influence the buying decision process
- Highly motivated and results driven performer who can multi-task, work independently, take initiative and follow through with requests
- Dedication to high quality customer service and integrity
- Bachelor's degree or equivalent professional work experience

Enduvo is an Equal Employment Opportunity and Affirmative Action employer. We value diversity and are committed to providing an environment of mutual respect. Qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, age, sex (including pregnancy, childbirth, or related medical conditions), medical history or condition, gender identity and/or expression, sexual orientation, marital status, veteran status, status as an individual with a disability, or any other status protected under federal, state or local law.