

Jr. Inside Sales Representative

What will you do?

- Engage with current / former clients via outbound calls (NO COLD CALLS)
- Convert calls to new sales orders using a provided script
- Attend to customer service issues as necessary
- Work with senior level personal to effectively learn advanced sales skills

What are company expectations?

- Make 45-50 calls per day and 2.5 hours of phone time.
- Follow department standards and best practices to complete sales call and close sales.
- Accurately complete all necessary paperwork to process orders.
- Properly document and use key information in call tracking/call management systems.
- Possess excellent time management principles and personal organization skills.
- Emphasize positive team building concepts
- Strong knowledge of product, pricing and policies
- Represent the company in a professional manner and as a knowledgeable consultant to the customer.
- Maintain work station in the most professional manner to include organized electronic files, folders, price lists and other supplies necessary to conduct business

What competencies/skills/personality traits do you need to have?

- Have a Burning Desire to advance career
- Be Willing & Motivated to create a personal path to success
- Be Coachable & Disciplined to do what it takes to succeed
- Be Resourceful in finding technology solutions
- Have Integrity in handling confidential information
- Be able to deliver a powerful and enthusiastic message over the phone

What are your first year accountabilities?

- Demonstrate leadership and a burning desire for advancement and success
- Become a Master of building rapport over the phone
- Demonstrate effectiveness and consistency in converting calls to sales by helping clients
- Be a Key Contributor of ideas for fine tuning scripts and other tools
- Establish a system for training other representatives in an effort to establish the same conversion metrics

We prefer you to have experience in the following areas:

- Web-based software
- CRM (NetSuite) and data entry
- VOIP phone systems
- Typing skills

Candidates with the following background should apply:

- College degree. 2-3 years experience in sales, preferably inside sales.
- Excellent verbal and written communication skills.
- Confident, self-motivated, flexible with strong desire to learn sales skills.
- Must be a US person (US citizen or Permanent Resident)
- Demonstrated ability to learn new software/systems easily; excellent computer skills
- Ability to type 40+ WPM

Income: \$10 per hour + commission (earning potential of up to \$50k per year with opportunities for advancement after 6 months).

About 5x Technology

Founded in 1998, 5x Technology is a growing IT solutions provider that focuses on information delivery through business intelligence, data warehousing, and data integration. 5x Technology's overriding goal is to provide timely, efficient, intelligible, and readily accessible information, strategies, and processes that prove useful in the corporate decision-making process - thereby delivering the highest return on investments, maximizing shareholder value, and ultimately enhancing a corporation's bottom line. The firm operates under the axiom "Building Value Through Business Intelligence." Additional information is available at www.5xtechnology.com.