



Inside Sales Representative - Cognos

Email Cover Letter and Resume to the attention of Human Resources Department with job title as subject to: hot5xjobs@5xtechnology.com

Inside Sales Representative with business intelligence technology software background is needed for our rapidly expanding world class Business Intelligence / Data Warehousing organization. 5x Technology (www.5xtechnology.com) is an exciting company entirely focused on delivering high-end decision support solutions for Fortune 1000 and international clients. We are aligned with the top Business Intelligence tools in the industry and are continuing to expand and deepen our competencies.

This candidate will play a critical role in the prospecting of executives to identify new business opportunities for the company. Inside Sales Reps work closely with the Sales Manager, Directors and Partners to identify relevant and strategic business challenges facing prospective clients. The Sales Rep will make roughly 50+ calls per day and present compelling initial impression of the company and their services to secure the next level of interest and set a Partner meeting with a potential client.

DUTIES & RESPONSIBILITIES:

- Build and manage prospects on sales pipeline.
- Create leads and follow-up on inbound sales prospects generated by marketing promotions and partner programs by phone and email.
- Record, maintain and update customer activities and call results into the company's sales force automation tool on a daily basis. Ensure information is recorded timely, accurately, and in a clear and understandable manner.
- Reporting on territory and lead activity to management.
- Assist with continuous improvement of marketing campaigns, materials and website, and effectively work with client service associates, partners, and management personnel.
- Responsible for assimilating product and market knowledge and effectively communicating the benefits and features of the services and products to prospective customers.

Candidate understanding of Cognos software products would be preferred but, BusinessObjects, MicroStrategy, Informatica, SRC, or OutlookSoft would be ok.

Position requires a commitment to relationship building and an easy collaborative phone manner. The candidate should be a true believer in follow-through and follow-up methodology. Candidate should also be an active listener and maintain the highest level of professionalism at all times.

COMPENSATION:

This job offers a base plus bonus percentage of total sales and goal quota.

EXPERIENCE & KEY SUCCESS FACTORS:

- BA/BS degree.
- Experience breaking into high-level contacts and uncovering prospects initiatives and needs
- Ability to articulate value proposition and technology, effectively, to prospects and customers
- Experience communicating with technical (IT) and business solutions audiences
- Excellent phone and negotiation skills
- Demonstrated relationship building (client) experience
- Proven ability to take initiative and interpret and fulfill responsibilities without intensive management direction
- Ambitious, self-starter, with the ability to organize and prioritize assigned tasks
- Willingness to work appropriate hours for the territory assigned
- Computer literate; familiar with Microsoft Office tools