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# Example of Inside Sales Specialist Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of inside sales specialist. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for inside sales specialist

* You will join customer calls in order to understand in depth customer network, applications, products and will generate and qualify the opportunity
* You will qualify all New Opportunities/Renewals with Account Manager in order to find optimal, technically best scenario with the best suitable products, and make sure they are handled according to internal processes
* You will design the optimal solution for the customer in terms of technology, cost and service, also if it is needed finding support on technical solution or products within Local or Global BT Community
* Ensure that customers understand payment criteria, warranties, delivery estimates
* Salesforce.com-Manage all assigned leads through the sales funnel within Salesforce.com
* Manage incoming demand, ie
* Entry of sales leads for external sales pursuit
* When and how to involve other departments and teams to ensure that exceptional support is being provided to internal and external customers at all times
* Distribute successfully-qualified leads to the appropriate sales executive or regional manager
* Conduct online WebEx product demonstrations as requested by the sales executives

## Qualifications for inside sales specialist

* Will be responsible for implementing the sales plan and achieving sales targets
* Proven ability to meet or exceed sales objectives required
* Force.com and/or other Customer Relationship Management System (CRM) experience highly preferred
* Must be customer focused – sales & dealer needs must drive work activities and results
* Must be proficient in relationship building – based on professionalism, trust and candid communications
* Solid Business Acumen –understanding the financial, qualitative and competitive business drivers for our internal and external customers