



Example of Rep, Inside Sales Job Description

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Our company is looking to fill the role of rep, inside sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for rep, inside sales

- Occasionally wear personal protective equipment (PPE), including, but not limited to an OSHA compliant respirator
- Regularly work in confined spaces, narrow aisles, or passageways
- Establishes and manages wholesale and retail objectives for assigned dealers
- Create and execute Milgard Performance System (MPS) objectives, meeting MPS commitments and working within the guidelines of MPS
- Develop new business and identify appropriate buyers within the organizations
- Participate in training of Inside and Field counterparts
- Follow up on inbound leads and referrals as assigned
- Capture all daily interactions with customers, internal colleagues
- Create pro-active and re-active quotes for customers and partners facilitate any special pricing requests
- Gain menu placements and feature price promotions display support from the assigned accounts list

Qualifications for rep, inside sales

- Strong ability to persuade and influence others, overcome objections, close sales and work within an environment where a second effort is often required
- Minimum 1 year of inside-sales experience handling full sales cycle selling security, VPN's, remote administration or similar services
- Comfort with a very fast paced sales position

- Approaches all work with quality in mind