



Example of Senior Inside Sales Representative Job Description

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Our company is searching for experienced candidates for the position of senior inside sales representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for senior inside sales representative

- Handle inbound calls/enquiries, quotations for both Channel & End User, technical enquiries
- Maximize scope of supply
- Lead, direct and design tactics to make the regional sales initiative stronger by incorporating opportunities from both the individual region the regional sales teams
- Reviewing business performance and planning sales activities
- Communicating new product and program information
- Identifying and responding to issues that affect customer satisfaction
- Utilizing Salesforce.com CRM to log all activities
- Provide information regarding special pricing requests
- Provide freight quotes and delivery dates
- Provide Product Information/Product Solutions/Assist with design and custom portal

Qualifications for senior inside sales representative

- Basic IT Skills, Familiar with MS Office, Salesforce, Oracle
- Proficiency with Sales Force and CRM (Customer Relations Management)
- 5-8 years sales experience with track record of attainment within software sales environment
- Demonstrated consistent and consecutive year over year quota attainment

