



Example of Senior Inside Sales Representative Job Description

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Our company is growing rapidly and is looking to fill the role of senior inside sales representative. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for senior inside sales representative

- Keeps up-to-date knowledge of the industry, the competitive posture of the company, and prepares activity and forecast reports as requested
- Leverage social selling approaches to nurture, educate and win more deals
- Bring ideas to the table that can help you win more business Commitment to WIN!
- Prioritize, manage your time and focus on execution
- Previous software sales experience
- Must be able to communicate accurate and timely forecasts to multiple levels of management
- Enhances the sales process by analyzing a wide range of pipeline portfolio and assets
- Mentors and collaboratively works with assigned Business Development Manager or multiple field sales representatives to develop an overall customer account plan to maximize opportunities and generate sales activity
- Engages with customers and target audience using available electronic media such as using and hosting internet based "on-line" meetings
- Participates and support Account plans and early engagement activities as needed

Qualifications for senior inside sales representative

- Previous experience inside fast growing sales environment strongly preferred

- Conversant in IP network architecture and security
- A Bachelor's degree in Computer Science or other related course
- Must possess strong organizational, interpersonal and time management skills
- Must have the ability to represent Comdata in a polished and professional manner to existing and potential clients