



# Example of Senior Inside Sales Representative Job Description

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Our growing company is looking for a senior inside sales representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for senior inside sales representative

- Represent Cloud sales plays, cloud assessments, cloud digital assets and services designed to enable the growth of Arrow partners and prospects
- Aid FIS sales and partners in building-out a pipeline
- Creates and maintains account profiles
- Understands their customer needs such as transit time, special handling, rate, Determines the product and logistics solution that best meets customer need
- Responds to ad-hoc request
- Completes complex bookings
- Negotiates rate/space agreements, always seeking to offer best alternative options
- Handles complaints in accordance with company policy and advises management promptly of any situations that exceed scope of authority
- Provides professional, competent and timely response to all inbound calls/emails including but not limited to providing price quotes, accepting sales orders and advising on regulatory information about shipments ultimately providing excellent customer service
- Develops plans to meet and exceed account revenue plan(s)

## Qualifications for senior inside sales representative

- Excellent relationship & communication skills
- Must have a minimum of 1 year vacation ownership sales experience to be considered

- Ability to excel and interact in a team-oriented environment (face-to-face, by telephone, virtual meetings, VOIP or otherwise)
- Requires travel (via ground and/or air transportation), including but not limited to, operating a vehicle and/or riding as a passenger in a vehicle, airplane, train or other form of transportation
- Language - French