



## **Inside Sales Representative (ISR)**

**Looking for self-starters to join our Inside Sales team. The following are some responsibilities:**

- Develop new prospects and interact with customers by phone, in-person or through emails to increase sales of the organization's solutions and/or services. ISR will focus on expanding the sales of the company's solutions and services.
- ISR will work with the customers to find what they want, create solutions and ensure a smooth sales process.
- Find new sales leads, through business directories, client referrals, email campaigns, direct contacts from list of leads
- Conduct conversations with prospects in a consultative way
- Perform other tasks, duties, or functions as assigned
- Identify decision-makers, project leaders, and key influencers, run an effective sales process to secure internal support and close deals
- Develop a pipeline of new opportunities while closing existing opportunities
- Be entrepreneurial. Identify new ways to success and drive growth.
- Accountable for achieving overall revenue/profit/share objectives through active selling and operational execution within assigned customers

### **Requirements:**

- High School diploma or GEd equivalent
- 1-2 years of experience prior sales experience in technology or similar industry
- Good communication skills, verbal or written

This is a part time job opportunity. If interested, please send a resume to [jobs@accendnetworks.com](mailto:jobs@accendnetworks.com).