



DIRECT INSIDE SALES

Description:

The Inside Sales position is responsible for new customer acquisition and retention, achieving established sales goals and objectives to meet the sales plan by selling software directly to dealers. The ideal candidate will be a motivated, innovative, proactive and detail-oriented individual who possesses the skill to document the potential market, prioritize target companies and effectively sell into the target companies. The candidate will have an understanding of the technology industry and B2B sales. This individual will have a track record in building sales.

Requirements:

- Bachelor's or advanced degree is preferred and/or minimum 3-5+ years' relevant experience required
- A thorough understanding of telephone sales, attending and selling at conferences and conventions and online marketing technologies and strategies
- 3-5+ years of experience in B2B sales and or direct sales management preferred
- Intimate familiarity with online technology and B2B market (customers, vendors, platforms etc.)
- Proven record of delivering innovative solutions to address customer needs
- Excellent people skills and an influential communication
- Ability to build presentations and comfortable presenting to C-Level Executives
- Superb organizational and project management skills
- Possess a solid understanding of online technologies including web analytics, online shopping behavior, processes and goals, as well as customer relationship management
- Have a minimum of 3 years' relevant work experience with B2B systems and platforms preferred

Please submit a cover letter and resume with your reply to HR@thatsus.com