

# Inside Sales Rep



Location **North Carolina**  
<https://www.genclassifieds.com/x-435571-z>

We are seeking inside sales representatives for an exciting opportunity in Raleigh.

#### ESSENTIAL DUTIES AND RESPONSIBILITIES --

- Must be able to acquire new business, as well as, grow existing business.
- Gather an in-depth knowledge of the prospects' key players; identify the IT team players in order to uncover training needs and present products, services and strategic solutions to meet those needs.
- The ideal candidate will be able to achieve success from prospecting stage through successfully closing the deal.
- An individual contributor who possesses strong teaming skills and works toward achieving individual and team goals.

#### QUALIFICATIONS-

- Ability to thrive in a fast paced, consultative sales environment
- Ability to understand cutting edge technologies and apply knowledge and past experience to their product line
- Excellent interpersonal and communication skills, verbal and written
- Strong closing skills
- Good computer skills; i.e., Excel, Outlook
- Time management -- effectively manage time and resources in order to achieve high productivity and efficiency

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