



Job Title	Inside Sales Representative
Location	San Jose, Ca
Department	250 (Sales)
Supervisor's Title	Inside Sales Manager
Subordinate(s) Title	N/A
Job Summary	A highly energetic and motivated inside sales person to drive new product sales through our reseller sales channel to new and existing customers
Job Content	<ul style="list-style-type: none"> • High outbound call volumes daily • Mining CRM for opportunities • Field inbound calls and assist customers as needed • Upsell customers to appropriate products and services in existing opportunities • Strategically work with the reseller partners to create new opportunities within their new and installed base of customers • Develop channel partner relationships to create and fulfill opportunities • Generate demand and follow up on those activities to complete the sales cycle • Use Salesforce.com to track existing opportunities • Forecast opportunities and create activity to meet this forecast • Close business
Job Qualifications	<ul style="list-style-type: none"> • Highly energetic and tenacious • Strong written and verbal communications skills • Understands the closing process in sales • Familiarity with salesforce.com or similar CRM systems • Excellent analysis, positioning, and qualification skills • Great sense of customer service and customer needs
Experience	2-5 years of similar sales experience
Education and Training	Bachelor's degree or related sales experience
Skills, Knowledge and Ability	<ul style="list-style-type: none"> • Ability to manage and maintain a pipeline • Working knowledge of Microsoft Office • Familiarity with salesforce.com or similar CRM • Requires work within and beyond working hours for the timezone for the assigned territory