



INSIDE SALES REPRESENTATIVE

Full-Time

RESPONSIBILITIES

- Outstanding customer service
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve monthly goals
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects
- Build an online buying presence

REQUIREMENTS

- Proven sales experience
- Excellent verbal and written communications skills
- Track record of over-achieving quota
- Strong presence and experience making 60+ calls per day
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively

BENEFITS

- Dental Insurance
- Health Insurance
- Life Insurance
- Vision Insurance
- 401(k)
- 401(k) matching
- Employee Assistance Program
- Paid Time Off

HOW TO APPLY

- Email your resume to canderson@graa.net
- Stop in and apply in person

Have questions about the position? Call us today at 574-289-7767

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