



<https://watchcomm.net/job/inside-sales-representative-3-3-3-2-2-2-2-2-2/>

Inside Sales Representative

Description

This role is specific to business development in the residential, SOHO and small business sectors. The individual responsible for this role will be based in a sales floor environment and managed by an Inside Sales Manager. The sales Department is open Monday through Thursday 8:00 AM – 8:00 PM, Friday 8:00 AM – 6 PM and Saturday from 8:30 AM to 3:00 PM. ON-Call Hours during D2D Campaigns are Saturday from 3:00 PM – 5:00 PM and Sunday from 8:30 AM – 5:00 PM.

The products and services sold include but not limited to: Transport, Dedicated Internet Access, Video (IPTV & DISH), Voice, Cyber Security and Smart Home Solutions.

Responsibilities

- Source new sales opportunities through inbound calls, lead follow-up and outbound cold calls and emails
- Primary focus on residential, SOHO (Small Office/Home Office) and small business
- Increase MRR within existing customer base (Residential, SOHO and Small Business
- Propose full suite of products and services utilizing a “needs analysis” approach
- Initiate “Service Order” via Lead Agent and iVUE
- Participate in sales and product training as required
- Obtain all required certifications for products and services sold to customers
- Participate in Open Houses when launching new towers or upgrading service areas through out our company footprint
- Willingness to travel for training events, company meetings and marketing events.

Qualifications

- Proven inside sales experience
- Strong phone presence and experience with high volume calls
- Proficient with corporate productivity tools (CRM, ERP, Ticketing Platforms, etc.)
- Excellent verbal and written communication skills
- Strong Listening skills and negotiating skills
- Ability to multi-task, prioritize and manage time effectively

REQUIRED EXPERIENCE AND EDUCATION

- High School Diploma Required
- Associates Degree Preferred

WORK ENVIRONMENT

Hiring organization

Watch Communications

Employment Type

Full-time

Job Location

Rushville, IN

Date posted

April 25, 2024

- Office Environment
- Travel to other regions within the company footprint for training, company meetings and marketing events.

PHYSICAL DEMANDS

- Sitting for at least 90% of the workday.
- Minimal lifting of 25 pounds or less.
- Travel required 10-15% of the time

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