



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

## 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 9:00 AM to 3:00 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 Watch Communications’ designated applications.
- Participate in sales and product training as required.
- Obtain all required certifications for products and services sold to customers.
- Participate in events throughout our company footprint.
- Willingness to travel for training events, company meetings and marketing events.

### WORK ENVIRONMENT

- 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

### Qualifications

- Proven inside sales experience
- Strong phone presence and experience with high volume calls
- Proficient with corporate productivity tools (CRM, ERP, Ticketing Platforms,

### Hiring organization

Watch Communications

### Employment Type

Full-time

### Job Location

Rushville, Indiana

### Date posted

July 29, 2024

etc.)

- Excellent verbal and written communication skills
- Strong Listening skills and negotiating skills
- Ability to multi-task, prioritize and manage time effectively

## **Education**

- High School Diploma Required
- Associates Degree Preferred

Apply Now