

Teoma Systems

JOB DESCRIPTION

POSITION/TITLE: INSIDE SALES REPRESENTATIVE

DEPARTMENT: SALES

MANAGER: Marketing Manager

LOCATION: Troy, MI

GENERAL DESCRIPTION:

The Inside Sales Representative is responsible for proactive outbound prospecting and networking activities. Customer interaction will comprise the majority of the workday in the form of telephone and e-mail communications in an effort to sell and market Teoma Systems Professional Services and voice & data solutions to business customers.

DUTIES/RESPONSIBILITIES:


- Prospecting, lead generation and setting appointments.
- Tracking and management of current and potential customers through the use of a customer contact system.
- Successful sale of Teoma Systems Professional Services; and its voice & data solutions
- Responsible for meeting or exceeding monthly sales quota.
- Establish strategic relationships with new and existing customers
- Participation in regular scheduled sales meetings.
- Responsible for providing reports on sales activity, sales forecasts and other quantifiable sales objective measurements.
- Perform other job related duties as required.

JOB QUALIFICATIONS:

Related Experience

- 1-2 years sales experience in telecommunications/Internet/software sales

Knowledge/Skills/Ability

- Proven oral and written communication skills
- Strong work ethic
- Independent working and decisions making skills
- Familiar with Microsoft Office (Word, Excel and PowerPoint)
-  a fast-paced environment
- Working knowledge of the Internet and product offering
- Ability to demonstrate sales process

FORMAL TRAINING OR EDUCATION:

- Bachelor's degree preferred

COMPENSATION:

- Salaried
- Bonus and commission plan
- Benefits

If you are interested in joining the Teoma Team email your resume to employment@teomasystems.com.
Teoma Systems is an Equal Opportunity Employer.