

## **Inside Sales Consultant**

EagleView is looking for an experienced Inside Sales Consultant to launch our national telesales effort. You absolutely must be able to demonstrate documented success in outbound telesales. We value intelligent and creative individuals who have the ability to constantly improve their sales approach. We offer a competitive compensation and benefits package and the opportunity to grow your career with a rapidly growing national technology firm.

### **Overview:**

Sell subscriptions to roofers throughout the country over the phone via Inbound Calls and Outbound Calls to prospective and existing customers.

### **Job Purpose (Including, but not limited to):**

- Bring new customers on board as well as build relationships with current customers via inbound and outbound calling.
- Emphasis on outbound phone calls
- Establish and maintain regular contact with customer base in order to meet customer needs and maximize long term sales goals.
- Continue to grow and increase product knowledge and sales skills.
- Handle inbound and outbound sales opportunities and convert into sales by presenting solutions, and answering technical and sales questions for prospective customers.

### **Requirements:**

- Must demonstrate passion and enthusiasm for the Company Vision; motivate, lead, and empower others to achieve Company goals.
- Strong organizational and communication skills, team orientated philosophy, and problem solving skills.
- Ability to actively listen, seek information, and ask questions to ensure your consultative selling approach
- Have extraordinary telephone etiquette and be able to communicate effectively with internal and external customers.
- Enjoy a fast-paced, deadline, and goal driven environment.
- Ability to organize work load, prioritize tasks and meet deadlines communicate effectively both verbally and in writing, and establish and maintain great customer relationships.
- Ability to thrive in a quota driven environment.
- Comfortable in using the following tools on a continual basis: Computer, Telephone, Copier and Fax Machine.

### **Education and /or Experience:**

- 2yr college or certificate; or at least 2 years of related job experience.
- Must be proficient with Outlook/Office software
- Sales and customer service experience; cold calling experience a plus.
- Knowledge of sales techniques and marketing practices, including add-on sales and closing skills.
- Analytical capacity to define prime target accounts and develop a consistent plan of engagement.

Location: Bothell Canyon Park

Compensation: Base + Commission

Contact: email resume to [hr@eagleview.com](mailto:hr@eagleview.com)