

CLOUD SALES DEVELOPMENT REPRESENTATIVE

JOB DESCRIPTION

ABOUT THE POSITION:

IntraSystems is on the hunt for a Cloud Sales Development Representative who will focus on generating net new business for IntraSystems' cloud solutions, including public cloud (Azure/AWS); hosted mail (Office 365); and Managed Services (Firewall-As-A-Service, Wireless-As-A-Service, Security-As-A-Service, network and systems managed services, and help desk). This position will work very closely with the Sales and Marketing teams and will report to the Vice President of Sales and Marketing.

The ideal candidate must have a successful track record of exceeding sales quotas and must possess an aggressive attitude toward hitting quota and achieving success. This is a role for someone who loves the accountability and winning big. The Cloud Sales Development Representative must be able to qualify leads that come from a variety of sources and work the sales pipeline from beginning to close.

Success in this position requires being a detailed-oriented person, providing well-written follow-up on all calls (to existing customers as well as input to CRM system), and identifying opportunities within the existing customer base.

ESSENTIAL FUNCTIONS & RESPONSIBILITIES:

- Responding to and qualifying inbound sales leads through discovery calls
- Drive sales process to qualify leads and grow pipeline with the expectation of creating, advancing, and closing revenue opportunities to meet territory quota
- Identifying new opportunities by placing proactive outbound calls to prospective target accounts
- Clearly communicating value proposition and business benefits of IntraSystems' solutions
- Facilitating sales presentations and web demonstrations to prospective customers
- Responsible for achieving monthly/quarterly revenue quota
- Drive revenue by collaborating with vendor partners, as appropriate
- Accurately manage, track, and forecast revenue opportunities in Connectwise (CRM)
- Ensure all quotes are created utilizing IntraSystems standard quote process (Connectwise and Quosal)
- Work with existing customer base in upselling solutions as well as providing customers with new solution/product announcements
- Stay current on industry evolution and vendors
- Attend vendor trainings and take vendor sales certification tests, as required
- Provide weekly order status updates

ABOUT YOU:

Our next Cloud Sales Development Representative is a sharp and articulate person who is 100% comfortable working as an inside sales person as well as talking to IT professionals of all management levels. To be effective, you must be able to communicate efficiently and persuasively with a large assortment of people throughout the workday. It is also very important that you don't take rejection from calls personally; instead focus that energy on "getting to yes" with the next one. Our ideal candidate is described by friends as:

- You are a confident and articulate speaker with the ability to think on your feet
- You enjoy talking on the phone
- You are organized, dynamic, dependable and diligent
- You are familiar with CRM database tools and are knowledgeable on the sales process
- You have the ability to overcome and handle objections

SKILLS AND EXPERIENCE:

- 3+ years inside sales experience with knowledge of cloud solutions
- Ability to work in a fast-paced team sales environment with minimum supervision
- Motivated, high-energy sales professional with proven success in growing business in a designated territory and achieving sales success and quota goals regularly
- Demonstrated ability to communicate and sell to various levels in the organization from the IT system administrator to C-Level employees
- Ability to interpret technical features into business benefits and effectively communicate to prospects
- Strong persuasive and interpersonal skills and a sales aptitude
- Punctual, reliable, and strong attention to detail
- Proficiency in MS Office (Outlook, Excel, Word, PowerPoint)
- Excellent organization and time management skills, with an ability to cope with a fluctuating workload
- Experience with CRM products is a plus; willingness to learn is required
- A proven track record in a role supporting sales and/or marketing teams

BENEFITS:

- Competitive base salary plus commission (total package of \$70K by way of 50% base and 50% commission)
- Health coverage with dental and vision
- 401k plan offerings
- Paid vacation and company designated holidays