

## **Inside Sales Representative**

We are looking for an aggressive and competitive Inside Sales Representative that thrives in a business-to-business sales environment. The successful candidate will play a fundamental role in achieving the team's monthly sales goals. You must be comfortable making dozens of calls per day, generating interest, qualifying prospects and closing sales.

### **Responsibilities**

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve monthly goals
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Team with channel partners to build pipeline and close deals

### **Requirements**

- 1-3 years of inside sales experience
- Track record of over-achieving quota
- Strong phone presence and experience dialing dozens of calls per day
- Excellent verbal and written communications skills
- Strong listening skills
- Ability to multi-task, prioritize, and manage time effectively

This opportunity offers growth potential for the right individual. Eagle Point offers a competitive salary, 401(k) program, medical insurance, paid vacation and personal/sick time and other excellent benefit programs.

Please email a resume and cover letter to: [angie.kruser@eaglepoint.com](mailto:angie.kruser@eaglepoint.com)

For more information about our company visit: [www.eaglepoint.com](http://www.eaglepoint.com)

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