



Position:

Inside Account Executive

The Inside Sales Account Executive reports to the SVP, ReposiTrak and is responsible for maximizing customer satisfaction, retention and growth. Will be tasked with cold calling and closing leads provided by Sales Team.

Salary: The Inside Account Executive position is salaried and competitive with industry norms.

Travel: None

Job Description: Responsibilities include, but are not limited, to the following:

- Outbound follow up to existing customers and prospects via telephone and email
- Overcome objections of prospective customers
- Emphasize product/service features and benefits, quote prices
- Ability to identify and convert new business opportunities
- Use customer and prospect contact activities tools/systems/databases and update relevant information held in these systems
- Respond to and follow up on customer requests
- Identify decision makers within targeted leads to begin sales process
- Coordinate customer training as necessary

Requirements:

Knowledge:

- Education - Bachelor's Degree preferred
- A good understanding of what it takes to maintain and develop the most productive customer relationships

Experience:

- A minimum of 2 years previous sales / account management
- Proven Account Management skills required in order to create, maintain and enhance customer relationships
- Proven track record in achievement of quotas / company targets

Abilities:

- Judgment / Ability to prioritize work
- Excellent telephone and communications skills
- Self Motivator
- Exceptional written, verbal and presentation skills
- Time management
- Negotiation skills
- Ability to lead a project using own initiative and working as part of a team