

Inside Sales Professional (Product Consultant)

Are you energetic, curious, and committed to seeing your clients enjoy success with the products you sell? If so and if you have a track record in inside sales that we want to hear from you. Our products and services are of the highest level in our industry and our team focuses on customer success so your role is to educate the prospect on the value of our products and services and guide them in making an educated decision that fits their budget and needs.

Our Inside Sales Professionals are responsible for direct selling of SaaS services and industry leading website and real estate marketing products targeting the most successful players in the North American Real Estate Industry. Excellent telephone sales and communications skills are critical to the success in this role. Your telephone based revenue generation will be achieved by capitalizing on the high quality sales leads that are generated by our marketing campaigns and by initiating prospect calls with existing and potential customers.

Responsibilities:

- Convert leads to sales by calling prospects that have shown active interest in our products and services
- Qualify opportunities involving key decision makers
- Collaborate with various departments to determine necessary sales strategies and tactics
- Make outbound follow up calls to existing customers via telephone and email, to cross sell and up sell as well as overcome objections of prospective customers
- Emphasize product/service features and benefits, quote prices, discuss payment terms, and prepare sales order forms and/or reports
- Enter new customer data and update changes to existing accounts in the corporate database
- Manage and achieve sales forecast and achieve targets

We like it if you have:

- Experience selling via telephone
- Outstanding verbal and written communication skills
- EXTREMELY adept lead follow-up and organization skills
- The drive to become a product knowledge nut! - The key to success in this position relies on your hunger for both product and industry knowledge.
- Online / Social Networking / Media experience
- Overall 3+ years of direct work experience in an inside sales capacity. Experience in SaaS sales is desired.
- Proven ability to convert prospects and close deals while maintaining established sales quotas

What we can offer you:

- 4 weeks of intensive training.
- Mentorship.

- A collaborative and open work environment.
- Growth opportunity:
 - Being an Inside Sales Professional enables you to learn everything about REW and connect with our clients one-on-one. This provides a unique perspective into the organization and will help to translate your learned skills and knowledge into various other positions within the company.