



Title: Inside Sales Representative
Department: Sales, Americas Division
Location: Knoxville, Tennessee

Job Summary

The Inside Sales Representative prospects and manages key accounts to retain and grow business within assigned target markets. The Inside Sales Representative is expected to generate high-quality sales opportunities.

Customer interfacing includes requests for quotations, lead times, order placement, expediting, or changes, building quotations, writing orders, and proactively communicating pertinent information back to customers. Additionally, the position handles the project execution actions and overall coordination of these service activities. This role is cross-functional, requiring a broad understanding of the customer base, distribution channels, and our products.

Essential Job Functions

- Conduct outbound sales to solicit new business from new and existing customers within assigned target markets.
- Understand complex business environments and uncover customer issues addressable through impactful business & market intelligence.
- Work within the Salesforce CRM platform to maximize customer relationships and analytics.
- Effectively communicate with customers using product and Company knowledge to gain business by meeting customer needs while maintaining Company objectives.
- Generate new and repeat sales by providing product and technical information in a timely manner.
- Always present a professional image to customers.
- Perform other duties as assigned.

Desired Skills & Experience:

- Associate or Bachelor's degree, OR
- Datacom or technical sales experience.
- Demonstrated ability to be self-driven, and self-motivated to complete tasks.
- Can work in a fast-paced environment with a strong sense of urgency.
- Can work in a constructive manner, within a team environment.

Abilities Required:

- Excellent written and oral communication skills, especially over the telephone.
- Strong computer skills.



- Salesforce CRM platform experience is a plus and required development.
- Ability to work on simultaneous projects under deadline constraints.
- Solid business acumen and analytical skills.

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

Vericom Global Solutions reaffirms its commitment to providing equal opportunities for employment and advancement to qualified employees and applicants. Individuals will be considered for positions for which they meet the minimum qualifications and are able to perform without regard to race, color, gender, age, religion, disability, national origin, veteran status, sexual orientation, gender identity, current unemployment status, or any other basis protected by federal, state or local laws.