

The Inside Sales Representative's primary responsibility is to sell CompIntelligence products and services to established customers or by developing new prospects. This requires knowledge of organization's range of products and services.

**Responsibilities:**

- Develop customer base necessary to meet all sales forecasts and budgets.
- Prospecting for new business, preparing/presenting proposals
- Respond to incoming calls in a timely and professional fashion
- Present product information in a compelling manner to customers in order to educate and increase awareness while building sales
- Actively probe customer to uncover unique and/or unmet needs and sales opportunities while building customer relationships
- Drive sales through effective communication of products & sales promotions as appropriate
- Initiate phone calls to prospect for new business & follow up on leads
- Collect and verify customer information by tracking all inbound e-mail and phone inquiries
- Communicate customer feedback for management review

**Proficiencies and Background should include:**

- Demonstrated ability to identify sales opportunities and convert prospects to customers; demonstrated ability to close the sale.
- Ability to effectively manage time and prioritize multiple responsibilities.
- Self motivated and ability to excel with minimum supervision.
- Knowledge of internet and data connectivity products and services.
- Ability to work well with customers and co-workers in a team environment.
- Ability to write and present effective proposals
- Equity Compensation Knowledge and/or Hyperion Products are a plus.