

LionWise, Developer of Restaurant and Retail POS, has an immediate opening for:

Inside Sales Representative

Office:	Hampton, NH	Salary:	Structured Commission Plan
Contact:	Sales Manager	Hours:	TBD – flexible
Email:	jobs@lionwise.com	Location:	Office / Home office possibilities
Phone:	(603) 929-0020		

This exciting sales opportunity involves introducing and selling our latest point-of-sale offering to the fast paced small and mid-sized independent retail market segment. As an Inside Sales representative you'll be responsible for lead generation and lead qualification, sales orders and quotations by fax, telephone, or email.

Primary duties involve communicating pertinent information to leads/prospects, preparation of quotations and technical pre-sales activity, pre-qualification of leads and the tracking and following up on the lead activity. Also responsible for handling the necessary follow-through and overall coordination between Customer Service and/or Outside Sales.

Responsibilities

- Developing and executing a lead generation plan for a region. Meet or exceed monthly and annual targets for lead generation and sales.
- Identifying decision makers amongst the targeted leads in order to facilitate sales process.
- Cooperating with Sales Manager to determine essential strategic approaches for sales.
- Maintain and expand the database of lead/prospects for the organization.
- Outbound and inbound account management using NetSuite CRM.
- Handling cancellations or changes in sales order and communicating the changes with the related departments.
- Coordinating with customer service for status on orders to ensure the delivery commitment to clients is met.
- Providing effective product demos for end-user prospects.
- Emphasizing service or product features and benefits, discussing financing, quoting prices, and preparing sales order reports.
- Capable of identifying and maintaining changes to lead/prospect/customer account information where allowed.
- Capturing of accurate and complete information in NetSuite, our web-based Customer Relationship Management system (CRM).
- Participating fully in training sessions and meetings.

Desired Skills

- Able to work in fast-paced, self-directed entrepreneurial environment.
- Exceptional verbal and written communication skills.
- Excellent personality for telephone sales.
- Should be very comfortable with CRM solutions.
- Proficient computer skills including MS Word, Excel and Outlook.
- Excellent time management, organizational and presentation skills.
- Highly energetic and self-starter.
- Able to multi-task the activities with shifting priorities.
- Should be honest, assertive and systematic.

Qualifications

- Relevant experience in Inside sales.
- Sold to, or work experience in, retail and hospitality markets.