

Connecting Point
2401 17th Street
Greeley, CO 80634



Come Join Our Team! We are dedicated, hard-working and we have fun. Most importantly, we are determined to be a Best-In-Class Managed Services Provider and create an environment of success and fanatical customer service!

Job Description: Inside Sales Representative & Lead Generation

Location: Offices in Greeley, CO – this is a work from home position

We are seeking a highly motivated sales professional who excels in business development, prospect database management and lead generation primarily through outbound calling. As an IT Managed Services provider (MSP), our core focus is bringing new clients onto our “all you can eat” managed services support agreements, which generates monthly recurring revenue (MRR). This inside sales role requires a creative approach to reaching decision makers and delivering our specific message to secure qualified appointments which then allows our Outside Sales team to generate MRR. Connecting Point seeks a team-member desiring a career, motivated by goal and quota attainment, commission-based compensation, and somebody who understands and accepts the challenges involved with new business development.

Primary Responsibilities: to meet or exceed activity quota for calls, conversations with business leaders and appointment production. Also responsible for managing the prospect database to ensure validity of each prospect record to enable efficient and effective outbound sales and marketing activity.

- **Knowledge, skills and experience with the following:**
 - Proven experience making outbound phone calls
 - Experience getting past Gatekeepers and navigating through corporate structure
 - Ability to effectively communicate with business leaders and professionals
 - Ability to use a CRM for database development and activity tracking
 - Driven to exceed quota
 - Excellent communicator both oral and written
 - Desire to constantly grow and manage a pipeline of opportunities
 - Excellent follow-up skills and attention to detail
 - Valued Characteristics: Integrity, Persistence, Creativity, Curiosity & Competitiveness

- **Beneficial Attributes (But not required)**
 - Previous experience making outbound phone calls
 - Cold calling, prospecting & networking skills
 - Understanding of IT and its value in the small business marketplace
 - Ability and willingness to try new things (WE DON'T USE A SCRIPT)

Position Responsibilities

- **Outbound Prospecting & Telemarketing**
 - Adhere to the corporate sales methodologies (TruMethods)
 - Basic Metrics For Success
 - 75 dials per day
 - 10 conversations with decision makers each day
 - Schedule 2-3 qualified appointments each week
 - Track activity and results in CRM and Activity Log each day
 - Ability to attend first time appointments if necessary

- **Lead & Prospect Management**
 - Manage the prospect database
 - Generate follow-up activity through CRM
 - Appointment generation and hand-off to Outside Sales team

Total Compensation Estimate: \$45,000-\$55,000 annually (base pay and commission)

Quarterly Bonus Structure for Exceeding Monthly Quotas

Commission (based on):

Appointments (Fixed Commission Dollars For Each Appointment Attended)
Closed MRR Resulting From Set Appointments
Quarterly Quota Achievement