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**JOB DESCRIPTION: Inside Sales and Lead Generation****Division:** Office**Work Schedule:** Monday – Friday 40 hours per week.**Pay Scheme:** Hourly**Pay Range:** \$/ Plus commission Based on experience**Reports to:** Sales and Business Development Manger

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**Working Environment:** Office (100%)**Scope:**

The Inside Sales & Lead Generation position is responsible for selling corporate products or services through the achievement of opportunity based sales. The position will develop phone based revenue generation by establishing ongoing rapport with existing and potential customer using excellent telephone sales and communications skills. Reaching business targets through creation of sales leads, initiation of prospect calls, answering incoming calls from prospective clients and following up on leads.

Integrity, vision, and passion are essential for this role.

**Summary of Responsibilities:**

- Handle inbound, unsolicited prospect calls and convert them into sales.
- Maintain and expand the company's database of prospects by conducting research to find new leads
- Cold-call and email prospects to qualify the lead; identify decision makers to begin sales process
- Educate and inform prospects about all of Denbow's Service & Product offerings
- Receive inbound prospect calls; answer questions and offer suggestions based on a thorough knowledge of the product line; qualify prospects prior to offering a site visit. Emphasize product/service features and benefits, quote prices, discuss payment terms, and prepare sales order forms and/or reports.
- Cross-sell and up-sell existing customers via telephone and e-mail
- Overcome objections of prospective customers.
- Follow up sales quotes
- Client Account maintenance in CRM database, account collections
- Collaborate with Sales and Business Manager to determine necessary strategic sales approaches develop calendar of activities to continually work prospect list
- Provide prompt and courteous customer service.
- Appropriately communicate brand identity and corporate position.
- Assist with Set up sales presentations, product/service demonstrations, and other sales actions.
- Creating RFP responses to potential clients.
- Support marketing efforts such as trade shows, exhibits, and other events.
- Attend periodic sales training where applicable
- Be a Key Team Player and assist all sales team where needed for success of entire Sales Team
- Perform other duties as assigned

**Knowledge, Skills and Abilities:**

- Customer focus
- Strong communication and interpersonal skills
- Team Work
- Mediating and Negotiating
- Problem Solving
- Self-motivated and well organized
- Adaptability/ Flexibility
- Results Focus
- Creative and Innovative Thinking
- Ethics and Integrity
- Accountability and Dependability

**Qualifications:**

- Related College Diploma or combination of education and experience
- Direct work experience in a sales or telesales capacity
- Demonstrated ability to convert prospects and close deals while maintaining established sales quotas
- Solid experience in opportunity qualification, pre-call planning, call control, account development, and time management
- Strong problem identification and objection resolution skills
- Able to build and maintain lasting relationships with customers
- Exceptional verbal communication and presentation skills
- Excellent listening skills.
- Strong written communication skills
- Self-motivated, with high energy and an engaging level of enthusiasm
- Able to perform basic calculations and mathematical figures
- Ability to work individually and as part of a team
- High level of integrity and work ethic
- Experience with customer relationship management (CRM) software
- Creative thinking

**Physical Aspects of Position:**

- Frequent sitting
- Extensive phone use

**APPLY TODAY:** Whether you are launching your career or seeking meaningful employment, we invite you to visit <https://denbow.com/about-us/careers/> to learn more about Denbow and the opportunities that exist! Here we list, employee activities and our Values and Ethics. We are more than just a 'job' to our team, but a great place to work!

Due to heavy volume of applications only candidate called for interview will be contacted. We appreciate your time and consideration with Denbow as a choice of future employment. Follow us on our web page, Facebook and LinkedIn for upcoming job postings