



About Veramark Technologies, Inc.

Veramark is a leading provider of communications management solutions that help organizations gain visibility into their communications networks and reduce expenses associated with their voice, data, and wireless services and infrastructure. Veramark solutions, which include software and services for Telecom Expense Management (TEM) and Business Process Outsourcing (BPO), provide business intelligence for managing complex unified communications networks on a global scale.

Job Title: Inside Sales Representative

Responsibilities Include:

- Work jointly with a Regional Sales Manager, manage an assigned territory, goals and objectives
- Meet or exceed activity thresholds pertinent to success in territory
- Build and manage individual sales pipeline
- Inbound and outbound account management
- Develop dealer/channel relationships
- Use consultative skills and technical knowledge to develop and maximize sales opportunities
- Up sell and cross sell new products, add-ons, professional services, and maintenance
- Support the reseller channel during the sales cycle (assisting with RFP, etc)
- Provide effective product demos for resellers and directly to end-user customers
- Generate sales campaign ideas and be a part of the execution of campaigns
- Update reseller and end-user contact information directly in CRM database
- Manage:
 - Inbound prospect calls and eMail inquiries
 - Inbound reseller and eMail inquiries
 - Inbound and outbound new account sales
 - Outbound trade show lead follow up
 - Outbound campaigns and “check up” calls
 - Outbound prospecting and lead development

Education, Experience, and Skills Required:

- Bachelor's degree
- 1-2 years prior sales experience (telesales, retail, customer service)
- Excellent written and verbal communication skills, outstanding presentation and organizational skills
- Proficiency using mainstream PC applications (Word, Excel, PowerPoint)
- Proficient with Customer Relationship Management (CRM) software solutions
- Rock-solid time management skills
- Ability to overcome and handle objections
- “Farmer” type sales approach experience (as opposed to “Hunter”)
- Ability to drive and close a large volume of medium and smaller sized transactions
- Ability to triage and avoid low return activities

Send resume to HR@veramark.com



Veramark is an Equal Opportunity and Affirmative Action Employer.

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