



## **Inside Sales Representative**

### **Job Description:**

Ashcom Technologies Inc, is a premier developer of business system software and related mobile and Web technology solutions servicing a variety of industries. Ashcom is currently seeking an Inside Sales Representative to join our growing, fast-paced company. Responsibilities of this position include, but are not limited to, engaging and securing new and future business contacts, lead qualification, and market research within a small team environment working from our offices in Ann Arbor, Michigan.

### **Qualifications:**

- Possess excellent verbal, written, interpersonal, and customer service skills.
- Capability to successfully carry out open-ended conversations.
- Ability to uncover relevant information about potential clients, their company, as well as their needs and wants.
- Aptitude to determine the level of opportunity available with each lead.
- Competent computer and internet skills.
- Possess intuitive problem solving skills.
- Organized and able to keep copious notes for a multitude of leads as well as strong attention to detail.
- Ability to multitask in a fast-paced and quickly changing environment .
- Possess significant sales and or customer service experience.
- Capacity to work independently with honesty and integrity as well as in a team environment.

### **Duties:**

- Contact cold or warm leads, introduce products and services.
- Accurately gage the level of opportunity of a lead.
- Create, update, maintain, and locate lead encounters and activities in a database.
- Foster and maintain relationships with potential clients.
- Present research findings to team.
- Other duties as assigned.

### **Requirements**

2+ years sales experience or equivalent education. Working knowledge of Microsoft Office Suite is a must.