



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
- 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 gauge 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

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