



## **Mansfield Sales Partners Position**

### **Inside Sales Representative**

#### **About Mansfield Sales Partners**

We are seeking an Inside Sales professional to join the company as a vital, contributing team member supporting one or more of our clients. Responsibilities will include outbound calling, assisting on account management activities, and participating with client programs and assignments upon request.

The ideal candidate will have a strong drive to meet and exceed goals, be comfortable making a high number of outbound calls each day, be articulate and conversant with prospects, have great time management and organizational skills, and present a professional and polished demeanor.

Mansfield Sales Partners strives for success with all its clients, so we are looking for winners and active team participants in the sales organization. Our entrepreneurial-minded team is comprised of dedicated, intelligent individuals, and we are looking to keep up with the positive growth we are currently experiencing.

#### **Position Description**

- Generate call lists based on client requirements
- Immerse yourself in a client's sales campaign
- Promote clients' products and services in an articulate and smart fashion
- Generate a high number of very qualified leads
- Create demand and interest on behalf of our clients
- Complete 60-80 calls per day with a high connection rate
- Assist in the management of aggressive outbound sales campaigns
- Maintain Salesforce.com database by inputting meaningful conversations, tracking follow-up actions, and updating account details, task lists, and calling activities
- Craft and present activity reports
- Participate in weekly client meetings to review objectives, opportunities, and forecast items

#### **Qualifications**

- 2-4 years experience in an outbound lead generation or sales team
- Proven track record in acquiring leads and assisting sales team members
- Demonstrated ability to generate and complete 60-80 outbound calls per day
- Ability to grasp multiple offerings from different clients and multi-task among them
- Strong focus on customer needs
- Effective written and verbal communication skills
- Ability to develop strong working relationships both internally and externally
- Demonstrated experience working in a team environment handling multiple priorities with a high degree of accuracy
- Proactive mentality with strong organizational, time management, and prioritization skills
- Ability to represent the client and its offerings in a positive and professional manner
- Ability to work in a high growth, dynamic, fast-paced start-up environment
- Ability to motivate yourself and manage your own day is a requirement in this role
- Possessing a winning attitude is a key to success

#### **Compensation**

Attractive salary and commission/bonus plan based on experience (We do not cap commissions!)

#### **Skills**

Above-average skills in MSOffice applications including MSWord, Excel, Outlook, and PowerPoint are a requirement. Working knowledge of Hoover's and Salesforce.com or other CRM/SFA systems is desired.