

Internal Sales Representative

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Company: Recruitment Matters

Location: Lusaka

Category: other-general

Overview

Our client is looking for Internal Sales Representatives to join their team **Duties and responsibilities include but are not subject to:**

Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails

Understand customer needs and requirements

Route qualified opportunities to the appropriate sales executives for further development and closure

Close sales and achieve quarterly quotas

Research accounts, identify key players and generate interest

Maintain and expand your database of prospects within your assigned territory

Team with channel partners to build pipeline and close deals

Skills

Excellent verbal and written communications skills

Strong listening and presentation skills

Strong phone presence and experience dialing dozens of calls per day

Qualifications

Proven inside sales experience

Track record of over-achieving quota

Ability to multi-task, prioritize, and manage time effectively

BA/BS degree or equivalent

Proficient with corporate productivity and web presentation tools

Experience working with Salesforce.com or similar CRM

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