

# Inside Sales Representative - Portland, Maine USA

Quantrix is seeking a highly motivated individual to be an Inside Sales Representative. The successful candidate will generate leads, qualify opportunities and sell Quantrix Business Modeling and Analytics software and services into the US and abroad. You will initiate contact, determine interest, and create new business opportunities with decision makers and key buying influencers by building relationships with potential prospects via the telephone, e-mail and the web. Inside Sales efforts include uncovering potential projects, qualifying prospects, identifying the decision-making process and current operating environment. This role requires you to work closely with the Quantrix marketing and sales manager to drive the sales process to close. You will have strong organizational and interpersonal skills, a results oriented mindset, energetic follow up skills, the ability to work independently & collaboratively, and a talent for interacting with people at all levels.

There is currently one position available - in Portland, Maine.

## Key Responsibilities

- Be accountable for your sales forecast and attaining 100% sales performance, as a minimum.
- Manage sales cycle including lead follow-up, facilitating evaluations, providing WebEx/Live demonstrations, and closing sales.
- Partner with marketing team to generate new leads through targeted marketing campaigns, seminars, and trade shows
- Generate new prospects by researching industry/company profiles to identify key contacts at prospective customers for targeted sales efforts, cold calling, and networking
- Employ a consultative sales approach and convey the business proposition to senior finance and IT managers
- Maintain comprehensive knowledge of Quantrix products and competitive products
- Document, maintain and update customer interactions in a CRM software system
- Contribute to the development of a dynamic and highly effective inside sales team

## Requirements

- BS in Finance or Accounting is preferred
- 3-4 years of relevant work experience
- Preference will be given to candidates with software sales and/or marketing experience
- Knowledge of financial modeling, business intelligence, performance management, analytics and data integration solutions
- Strong interpersonal communication (verbal and written) and web presentation skills, as well as the ability to easily communicate with anyone over the phone
- Must be capable of relationship development, opportunity identification and pipeline tracking and building, with strong sales process, analytical orientation with attention to metrics

- Must be able to work in a matrix reporting environment, coordination with the sales team and marketing group is critical to success
- Must be tenacious, persuasive, results and success-oriented, a self-starter with high energy
- Ability to grasp technology solutions, to effectively market a variety of products and solutions and the ability to "solution sell" rather than sell a product

This position offers a competitive salary and benefits packages include health/dental/life/disability, 3 weeks of vacation, and 401K.

To apply, please send resume and cover letter to [sales@quantrix.com](mailto:sales@quantrix.com).