

**Location:**

Pittsburgh, PA (Robinson)

**Job Description:**

VoIP Innovations is looking for an Inside Sales Representative for immediate employment at our office located in Robinson Twp., PA near Pittsburgh. The ideal candidate will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. This candidate must be comfortable being on the phone for the majority of the day with potential clients generating interest, qualifying prospects and closing deals. This is a salaried position with commission based upon monthly sales.

**Job Responsibilities:**

- 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
- Perform effective online demos to prospects

**Required Skills:**

- Strength and passion for sales and/or account management
- Ability to influence, negotiate and gain commitment at executive levels
- Excellent project management and organizational skills
- 1-2 years telecommunications sales experience
- Ability to learn new technologies quickly
- Ability to perform independently
- Attention to details and quality objectives
- Proven inside sales experience
- Strong phone presence
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively