

Location:

Robinson Township

Job Description:

VoIP Innovations is hiring an experienced, intuitive, results-driven sales representative to actively seek out and engage customer prospects. The ideal candidate should have a strong list of existing relationships to sell telecommunications products including, but not limited to, Local, Toll-Free, and Termination. The Outside Sales Representative will be responsible for driving revenue through leveraging their established relationships with key decision makers and business professionals. The successful candidate must have an entrepreneurial spirit, a willingness to work with a team, and be a self-starter that enjoys the telecommunication space and a fast paced work environment.

Job Responsibilities:

- Drive the full sales cycle to attain new business; prospect, assess business needs and goals, work with key decision makers, and close deals
- Conduct effective meetings and sales presentations
- Utilize Hubspot CRM to create proposals, reports, and manage a pipeline

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
- Great interpersonal and communication skills, including written communication
- 5 years' telecommunications sales experience
- Ability to learn new technologies quickly
- Ability to perform independently
- Attention to details and quality objectives

Education:

- Bachelor's Degree in Business, Finance or related field a plus