



Inside Sales Specialist

StrategicSource is the leading provider of Spend Management Services. We are expanding into new markets and we need an accomplished Inside Sales Representative to keep our outside sales team full of opportunities in new markets. Our value proposition is needed by prospects now more than ever..... we help our clients reduce costs, save time, and improve profitability!

The ideal candidate will be responsible for outbound calling and emailing to Sales Qualified Leads from a variety of sources (Social Media, MQLs, Industry Lists, Research). Once SQL leads are identified, this candidate will reach out and setup meetings with the business' decisions makers so we can better understand their business needs, qualify them, and determine how our product & services could help them.

Responsibilities

- Identify and qualify new prospects by phone, e-mail, and Social Media
- Prospect new customers through email, phones calling, LinkedIn, and networking.
- Identify the correct decision makers within a given business
- Present the value proposition and then qualify interested prospects
- Document all pertinent customer information and conversations into HubSpot CRM platform

Qualifications

- Bachelor's degree or equivalent experience
- 1 - 5 years successful lead generation experience
- Desire and ability to meet a monthly quota
- Well-developed written and verbal communication skills
- Experience working with HubSpot or similar CRM

Compensation and Benefits

- Competitive base salary starting in \$40K - \$45K range before commissions and bonuses
- Aggressive revenue residual program
- Paid time off (PTO) and Holidays
- Competitive health, dental and vision insurance plans
- 401K with matching, free life insurance
- Freedom to work remotely with home office support & tools

StrategicSource is a growing, fun, employee-focused company with 35 – 40 employees. We will provide you with State-of-Art Marketing Automation and Marketing Qualified Leads to ensure your success. We are looking for 1 or 2 excellent sales performers to join our sales team to accelerate our success!