



NavePoint Inside Sales Representative (Telephone Sales)

Description: - (Libertyville, IL)

Hours: Full-time salaried position

Compensation: Base Salary plus commission

Location: Libertyville, IL 60048

Company Overview: NavePoint.com is a fast-growing online retailer specializing in cables and rack-mounted equipment.

Job Summary: We are looking for an aggressive, financially motivated and competitive Inside Sales Representative to join our Sales team in our Libertyville, IL headquarters. Our inside sales team drives our company to find new customers, retain current customers, and develop innovative solutions for bettering our product and service. The ideal candidate must be an independent self-starter who is comfortable taking ownership of their assigned territory and is motivated to reach and exceed company set goals. You would be a great fit for our team if you like to combine superior listening and communication skills with an outgoing personality to build instant rapport and further our business initiative.

Responsibilities:

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails.
- Generate and reach out to customer leads through cold calling via telephone calls (minimum 75 calls per day).
- Responsible for meeting daily, weekly and monthly sales goals.
- Establish, develop and maintain positive business and customer relationships.
- Present, promote and sell products by communicating features and benefits to current and prospective customers.
- Perform cost-benefit and needs analysis of current/potential customers to meet their needs.
- Research and understand our product line and be familiar with each product's function and purpose, so you can confidently upsell our customers to compatible products.
- Listen attentively to consumer questions and provide answers that are knowledgeable and insightful to encourage product sale.
- Show customers the value of partnering with YOU and NAVEPOINT.
- Participate in weekly meetings to discuss benchmarks and personal as well as team goals for the upcoming week.

**Requirements:**

- 2-5 years of proven work experience as an inside sales representative.
- Strong phone presence and experience dialing 70+ calls per day.
- History of successfully achieving and/or exceeding sales quota.
- A closer with the ability to manage multiple customers concurrently at various stages of the sales process.
- Comfortable asking for the sale.
- Ability to overcome customer objections to close sales.
- Excellent Selling, Communication and Negotiation Skills.
- A personal and professional demeanor.
- An outgoing and entrepreneurial attitude.
- Ability to multi-task and excellent organizational skills.
- Ability to create and deliver presentations tailored to the audience needs.
- Experience with CRM software, MS Office and online prospecting.
- Able to update customer records both diligently and accurately.
- Industry experience selling computer and electronic accessories preferred.
- Associate's Degree Required, Bachelor's Degree preferred.
- Regular, predictable, full attendance is essential for this role.

Physical Requirements:

- Must be able to sit and/or stand for long periods of time.
- Ability to lift 15 lbs.

How to Apply: Please email resume to NavePoint at recruiting@navepoint.com

Other:

- We have a drug free work environment
- We conduct background screenings on new hires