



Job Title	Inside Sales Representative
Reports to	Vice President of Sales

Job purpose

As an Inside Sales Representative, you will utilize marketing strategies to help expand AltaVista's presence nationwide, while ensuring partner and customer satisfaction. This self-starter position will require high motivation and the ability to work independently.

Duties and responsibilities

- Work with the internal marketing team to utilize strategies to help generate opportunities for the AltaVista sales team.
- Execute marketing campaigns that outline our services and how we help our clients.
- Align campaigns with metrics to meet and exceed monthly goals.
- Source new sales opportunities through inbound prospect follow-up and outbound calls and emails
- Drive revenue and market share in a defined territory to meet or exceed quarterly revenue targets.
- Collaborate effectively on your accounts with other account team members.
- Analyze sales/metrics data from your territory to help evolve your strategy.

Qualifications

The best candidate for this role will have:

- A high level of motivation and willingness to take direction.
- Ability to work independently in a fast paced environment.
- A strong drive to meet and exceed goals.
- Strong organizational skills and the ability to multi-task.

Requirements for this position are the following:

- 4-year degree in marketing, business, communication, public relations, advertising, or a related field.
- Strong verbal and written communication skills.
- Willingness to work in a team based atmosphere and take direction from leadership.
- Previous work experience that demonstrates interaction and service.

AltaVista Strategic Partners is an equal opportunity employer and will consider all applications equally and without regard to race, sex, creed, religion, color, national origin, age, family history, or sexual orientation.