



<b>Job Title</b>	Inside Sales Representative
<b>Reports to</b>	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

## Company Benefits

- Open-floor office environment with standing desks
- Flexible hours
- Work from home policy
- 3 weeks of paid time off
- 8 paid major holidays
- 2 paid floating holidays
- Health insurance plan
- 401(k) plan with up to a 3% employer match
- Generous quarterly incentive program

*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.*