



Inside Sales Representative

We are looking for a talented and competitive Inside Sales Representative that thrives in a quick sales cycle environment. The successful candidate will play a fundamental role in achieving our ambitious client acquisition and revenue growth objectives.

You must be comfortable making dozens of calls per day, working with channel partners, generating interest, qualifying prospects and closing sales.

Responsibilities

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails: AirRefund is a costless fast-selling traveller care solution aimed at large corporations
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Team with channel partners to build pipeline and close deals

Requirements

- Proven inside sales experience preferably in a B2B environment
- Knowledge / Understanding of the business travel eco-system would be a plus
- Solutions selling experience to senior Buyers, HR, Travel Managers and/or C, V or D-level positions
- Track record of over-achieving quota
- Strong phone presence and experience dialling dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritise, and manage time effectively
- BA/BS degree or equivalent