



Sales Representative at Intellectual Point

Intellectual Point is seeking a highly motivated and enthusiastic Outbound Sales Representative/ Inside Sales Representative to join our team. This position will focus on Outbound sales to prospects and customers to sell our classes and services. They will be responsible for meetings daily, weekly, monthly, on key performance indicators (KPIs). An outbound sales representative has a simple goal: convert leads to sales. This position also is responsible for inside sales to help with walk-in students, cold calling, lead generation tools, and other methods to create new leads and ensure a smooth sales process. We are looking for a motivated and well-spoken sales representative to join our team!

Pay & Perks:

- Attractive pay
- Performance based perks

Inside Sales Representative - Cold Calling Qualifications:

- Bachelor's Degree in business or related field.
- 0 to 2 years of experience in a professional B2B sales environment.
- Must be goal-oriented, self-motivated, and have a desire to be a part of a growing team that is energetic, talented, and competitive.
- Possess strong verbal and written communication skills.
- Ability to effectively communicate with our customers in a professional manner.
- Display active listening skills, strong attention to detail, and well organized.
- Experience with Microsoft Office (including Excel, PowerPoint, and Word).

Inside Sales Representative - Cold Calling

- Team selling environment with Account Executives to book Course enrollments within existing accounts.
- Generate qualified leads by making outbound B2B calls to prospective customers.
- Promote assigned Intellectual Point campaigns and special offers.
- Receive and respond to incoming customer calls and emails.
- Obtain all necessary information from the customer to further the sales process.
- Make document calls in the CRM system to track and manage sales leads.
- Deliver a high-volume of activities in all formats, as described above, on a daily basis. Participate in sales and Intellectual Point training to sharpen your professional knowledge, skills, and abilities.
- Make outbound customer calls to promote and sell classes.
- Create, maintain, and update the database of customers with complete information and emails.
- Consolidate existing customer base while building a new customer base.
- Record outbound call history and customer response in detail.
- Ensure customer follow-up all the time.
- Send or email product literature, brochures, catalogs, and other campaign material.
- Monitor competitors' products or services and create selling strategies for their own products or services.
- Handle customer needs and requirements.
- Respond to customer inquiries and resolve.
- Refer customers' needs or inquiries to appropriate departments like sales, marketing, administrative or other departments.
- Assist and support sales, marketing, or other departments in handling customer requests and needs
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Please send a copy of your resume to: contact@intellectualpoint.com