



Job Opportunity – Inside Sales Representative

Position Title: Inside Sales Representative
Department: Sales Department
Supervisor & Title: Shane Snyder/Dan Perlak

Position Responsibilities

The Inside Sales Rep will be experienced in penetrating new accounts, qualifying leads, and working with Barcoding, Inc. account managers to develop & close the opportunity pipeline.

Specific Knowledge/Skills

- Develop pipeline through qualifying leads and cold prospecting
- Work with account managers to build relationships and develop pipeline
- Run on-line presentations and close SMB deals
- Follow-up with customers on maintenance renewals
- Support Field Sales by setting appointments and qualifying deals
- Provide Pre/Post Sales Support to customers and partners as needed

Skill Requirements

- Computer utilities & program experience regarding Microsoft office and Salesforce.com CRM
- Proven troubleshooting experience with challenging client issues
- Knowledge of Wireless (802.11) standards and technology a plus
- Must be able to quickly cultivate a territory
- Excellent verbal, written and interpersonal skills; Work well across departments
- Ability to handle multiple tasks, prioritize and meet deadlines
- Self starter, takes initiative, identifies and completes tasks; Goal driven
- Professional with ability to properly handle confidential information
- Ability to work and thrive in a team environment including working with Marketing in developing programs

If you are interested in applying for this position; please submit your resume and SALARY requirements to karar@barcoding.com.