

# INSIDE SALES REPRESENTATIVE

*You're an up-and-coming sales professional, dreaming of working in an organization that will empower you to put your skills to use in an area of the business that truly impacts the bottom line.*

One that offers challenge and growth, and the opportunity to truly fuse your passion for people and human development. A company where you can make an impact, and be recognized as valuable team member.

Eagle's Flight is that organization, and today we're in search of a Inside Sales Representative to join our sales and marketing team. Our team is dedicated to building relationships with our current and prospective clients in order to drive meetings for the Sales Representatives.

Our Inside Sales Representative will research prospective clients, create outreach strategies, and identify sales opportunities in order to expand our business reach.

You will conduct exploratory conversations with potential clients, grow and retain existing accounts by coming up with innovative strategies to further the relationship, and act on the leads brought in by our marketing team.

This is a full-time position.

*Sound like you? If so, find more details on the following page.*



## In This Role You Will:

- Conduct high volume prospecting to qualify leads through calls, emails, and social media
- Communicate in a concise and professional manner, applying above average verbal, written, and video skills
- Work closely and collaboratively with Sales Representatives, Sales Executives, and the VP of Marketing to develop and implement appropriate prospecting strategies
- Apply sound judgement to discover opportunities for Sales Representatives to further assess a prospect's business and needs
- Build relationships that allow you to uncover prospects needs
- Uphold high-standards of data integrity by tracking and recording information, as well as creating reports
- Continuously research and develop your techniques for connecting with potential, new, and past clients
- Kick-start your career by learning the fundamentals of sales and what it means to be a great salesperson at Eagle's Flight

## You Must Have:

- Track record of high achievement
- Above average written and verbal communication skills
- Previous 2-3 years of successful sales experience OR a strong desire to begin a sales career
- The ability and desire to work in a fast-paced, challenging environment with peers who challenge you to be better
- The desire to meet and exceed measurable performance goals
- Natural curiosity and passion
- The technical aptitude to master our sales tools
- Strong personal drive and motivation
- The ability to deal with and thrive on objections and rejection on a daily basis
- Strong understanding of different buyers and the buyers journey

## You Should Have:

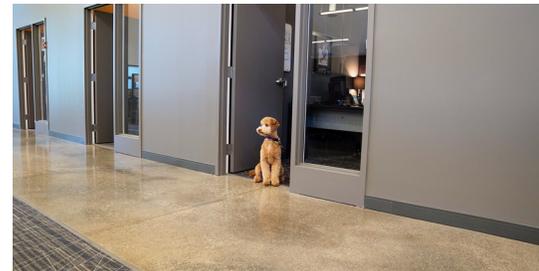
- Bachelors degree or equivalent
- Previous sales experience in which you demonstrated the ability to meet or exceed sales quotas a plus (but not required)
- Knowledge of inbound marketing
- Social selling

# About the Team You'll Be Joining

*Exceptional Service · Absolute Quality · Genuine Friendliness · Leadership Excellence · Ethical Profit*

Our team is renowned for the ownership they take in the quality of their work and delivering incredible outcomes together. As a result, we are a close knit family that is energetic, and collectively owns creating a positive environment. We do this through our strong commitment to our values.

In this role you will receive thorough training to kick start your career. Eagle's Flight employees who demonstrate high performance and commitment will have the opportunity for career development and advancement within sales.



## If this sounds like you, we'd love to hear from you!

To apply, please send the following **three things**:

1. Cover letter
2. Résumé
3. 1-2 minute video telling us about yourself and in what ways you will add to the Eagle's Flight team

Applications can be sent to [comesoarwithus@eaglesflight.com](mailto:comesoarwithus@eaglesflight.com). Please include **Inside Sales Representative** in your subject line.

We thank all applicants for their interest; however, only those selected for further consideration will be contacted. If you are a person with a disability and require accommodation to successfully apply, please email us to make your accommodation request.