

## **Vonage**

### **Sales Rep I**

Pay: Hourly Plus Monthly Performance Bonus

Hours: 9:00 am – 9:00 pm

Vonage Business Solutions is a leading innovator of small business Voice over Internet Protocol communication (VoIP). Through our cloud-based VoIP solution, we continually deliver the best in value, technology, and service to our customers. Our leading-edge technology eliminates the need for costly on-site phone equipment, creating the perfect affordable solution for small and medium-sized businesses. If you are motivated by winning and able to meet predetermined sales metrics and quotas this is a fantastic opportunity.

#### **POSITION OVERVIEW:**

As a member of the telesales team each telesales representative is responsible for generating interest and further qualifying pre-qualified leads that will be sent to inside Sales Representatives who are then responsible for signing up the new customer accounts.

#### **JOB RESPONSIBILITIES**

- Experienced sales professionals with B2B sales experience.
- Meet or exceed daily productivity goals including lead generation, conversion rates and revenue obtainment.
- Identify prospect needs and present appropriate solutions
- Execute assigned outbound calling campaigns designed to acquire qualified leads, increase customer retention, drive new account acquisition and drive profitable revenue growth
- Successful at building consultative relationships, understanding business needs and promptly converting opportunities into sales.
- Two or more years demonstrated successful inside sales experience, ideally in an inside sales/call center environment
- College degree preferred or equivalent experience
- Confident and energetic phone presence. Excellent call handling, objection handling and closing skills
- Ability to work flexible work schedule. Sales hours include:
- Monday – Friday: 9am - 9pm EST \* Aggressive, energetic self-starter who enjoys working in a quota-driven environment

- Excellent written and verbal communication skills
- Excellent organizational skills with the ability to multi-task.
- Outgoing attitude and phone voice/personality
- Strong computer skills including experience with Microsoft Office
- Accept feedback and training to continue to improve and develop
- Documented, excellent attendance record in previous positions.

Job Type: Full-time

Submit cover letter and resume by email: <mailto:christine.wilson@concentrix.com>