



# Inside Sales Representative at Intellectual Point

Intellectual Point is seeking a highly motivated and enthusiastic Inside Sales Representative to join our sales team. This position offers long-term career growth with an established leader in the corporate training space. This is an exciting opportunity to become part of a forward-thinking sales organization that is focused on aggressively driving new business and establishing solid relationships within our existing accounts.

## Responsibilities:

- Outbound telesales to generate new opportunities
- Respond to incoming inquiries by providing accurate program information
- Maintain relationships and close registrations with new prospects and current and former students
- Qualify opportunities for corporate private training to pass to the outside sales team
- Determine the needs of the student and make appropriate recommendations
- Through knowledge of program offerings and course schedules, determine the best course selection to meet the customer's needs
- Record accurate information of customer interactions
- Identify potential lead lists and call prospects to generate new class registrations
- Utilize social media including Twitter, Facebook, and LinkedIn to generate brand awareness and new business
- Target new and existing customers via the telephone and in-person to sell a wide range of IT training, certifications and workforce related products and services primarily around cyber security, cloud computing, networking, project management and data analytics.
- Learn the workforce development course offerings from our partners such as CompTIA, EC Council, Axelos, Exin, FITSI, ISACA, ISC2, Cisco etc.
- Develop and cultivate sales leads from new and existing contacts using the telephone and email communications.
- Aggressively drive new business and establish solid relationships within the existing accounts.

## Experience and Skills Required:

- 2+ years successful inside sales experience; corporate training experience a plus
- Independent, self-motivated, and success-driven, yet able to take direction
- Excellent verbal and written communication skills
- Outbound telesales experience. Knowledge of outbound calling, cold calling necessary.
- Detail-orientation and excellent problem-solving skills
- Strong computer skills including Microsoft Office applications
- Knowledge of social networking using Twitter, Facebook, and LinkedIn
- Strong knowledge of target prospecting, handling objections, and consistent and thorough follow-up required.
- Be able to lead in a consultative approach and understanding the customer needs

Please send a copy of your resume to: [contact@intellectualpoint.com](mailto:contact@intellectualpoint.com)