

THINKING PHONE NETWORKS

POSITION: INSIDE SALES REPRESENTATIVE

Location: Cambridge, MA **Status:** FT/Exempt

Duties/Responsibilities:

Thinking Phone Networks is seeking energetic candidates to join the sales team of a fast growing, business-focused Software as a Service provider in the Cambridge MA area. This is your opportunity to work directly alongside industry veterans, and learn all you ever wanted to know about inside sales, enterprise technology sales, business analysis, developing effective presentations, and what goes into building a world-class technology business. You will have direct interaction with the management team and demonstrated performance will put you on the track to our outside enterprise sales team.

The specific responsibilities of the Inside Sales Representative will be to identify and qualify sales prospects for Thinking Phone Networks Coherent Customer Communications Platform. Individual will be able to prospect within assigned categories and create general awareness of Thinking Phone Networks hosted solutions utilizing outbound cold calling and lead generation techniques.

- Responsible for identifying and qualifying sales prospects for Thinking Phones's hosted PBX, CRM, Helpdesk, Document Management, and Business Intelligence service offerings.
- Identify and research prospects within assigned regions and verticals, utilize existing contacts and/or cold calling techniques to secure meetings and opportunities for TPN business development managers.
- Generate revenue in assigned categories and consistently meet or exceed sales goals and quota, demonstrating focused sales effort, understanding of Thinking Phone Networks product and business model, and an understanding of the IP based service industry.
- Ability to analyze client's communications and customer management goals and generate compelling cost benefit proposals. Previous experience with telecommunications networking, or software as a service, is a plus.
- Maintain record of account activity, pipeline, forecast and other required data in the TPN online sales automation system in a timely, efficient manner.
- Prepare sales reports (as required) on all aspects of sales lead and opportunity related activity within assigned categories and industry in general.
- Maintain client relationships and ensure client satisfaction to generate repeat business.
- Monitor competitive activity in the assigned category and provide competitive intelligence summaries as needed.
- Minimum travel required.

**Skills:**

- Demonstrated record of success in a goal oriented, highly accountable, sales environment.
- Must be able to sustain a high volume of daily cold calling to meet goals.
- Superior written and oral communication and interpersonal skills.
- Creativity and ability to work with clients to develop effective solutions.
- Strong negotiation and quantitative skills.
- Proficient in windows os, microsoft office suite, web based applications.
- Ability to be responsive and persuasive to all levels of the organization.

Compensation & Benefits:

- Base salary + commission plan = \$30,000 - \$70,000/year
- Stock Options
- Health, Dental

About Thinking Phone Networks

Thinking Phone Networks is a next generation software as a service (SaaS) provider, whose unique communication intelligence platform combines customer communications with enterprise management applications. The result is a hosted platform which provides unprecedented management visibility into sales, support, and customer activity.

Thinking Phone Networks is headquartered in Cambridge, MA and is a privately held, hypergrowth company. Thinking Phone Networks has an veteran management team with a proven track record of success in building high-value technology businesses.

To learn more visit: <http://www.thinkingphones.com>