

## Inside Sales Representative

To apply for this position, click [here!](#)

### WHAT PROBLEMS WILL YOU BE SOLVING?

The Inside Sales Representative is responsible for initiating, driving and supporting all stages of the sales cycle as a key member of the Calabrio sales account team. ISRs work with account teams on targeting and hunting specific accounts for net new business opportunities and additional business with current customers. This position will drive the sales activities and communications between Calabrio prospects, current customers and channel partners on new, upsell, cross-sell and upgrades opportunities. The ISR will be responsible for reporting impact to pipeline & forecast, tracking progress and delivering sales results to sales and executive leadership.

### WHAT SKILLS WILL MAKE YOU SUCCESSFUL?

- The Calabrio ISR must be coachable and a drive to learn.
- Excellent verbal, written and interpersonal communication skills to interact with team members, senior support personnel, high level personnel and customers
- Ability to work independently and as part of a team
- Excellent troubleshooting and creative problem solving skills, know when to act quickly
- Strong sales aptitude
- Technology or software experience preferred
- Solution-selling, The Challenger Sales or similar sales model experience preferred

### WHAT IS REQUIRED FOR YOU TO APPLY?

- B.A. in business management, marketing or equivalent
- Minimum of 3 years inside sales experience in a B2B environment

### WHAT VALUES ARE IMPORTANT TO CALABRIO?

- Collaboration amongst teams
- Open communication across the company
- Ambitious
- Accountable
- Customer Success!

Calabrio, Inc. is an Equal Opportunity Employer that values diversity at all levels. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, age, sexual orientation, gender identity, disability or veteran status.

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