

# Inside Sales

## Indy Chamber in Indianapolis, INUSA

### **Compensation**

\$30,000 to \$60,000 Annually

### **Benefits Offered**

Dental, Medical, Vision

### **Employment Type**

Full-Time

#### **Why Work Here?**

*"The Indy Chamber is at the center of all issues impacting business growth and inclusive economic development in the region"*

We are seeking an Inside Sales professional to join our team! You will develop new business appointments for the outside membership sales team to drive company revenue. You will also fully utilize our Salesforce CRM to mine data, nurture leads and provide analytics.

#### **Responsibilities:**

- Prospect via phone, email and targeted marketing for potential new members
- Reach agreed upon appointment-setting targets daily, weekly and monthly
- Handle all prospect interactions with the highest ethical and professional standards
- Have weekly reviews with the membership team to update all prospect's status in CRM
- Create sales materials for the membership team

#### **Qualifications:**

- Positive Previous experience in telemarketing or inside sales
- Familiarity with CRM platforms, preferably Salesforce
- Ability to build rapport with internal and external clients
- Strong teamwork mentality
- Deadline and detail-oriented

If you feel you meet all of the requirements please call Steve Serbin, VP Membership, to tell your story and potentially arrange a personal interview at 317-464-2224.

Company address: 111 Monument Circle, Indianapolis IN 46204