

eGroup – Inside Sales Executive

eGroup, Inc., a technology solutions provider headquartered in Charleston, with presence throughout the Carolinas, is looking for a motivated Inside Sales Executive to join our team and help eGroup extend our delivery of solutions throughout the Southeast.

This is an excellent opportunity for the sales professional with a positive, “can do” attitude. The right individual will be responsible for engaging customers, vendors, distributors, and manufacturers to assist eGroup in building maintaining, and delivering its sales pipeline. This will include lead qualification, proposal development, and writing with customer follow-up. This is a fantastic opportunity to work within a growing organization while mastering your skills.

As an eGroup Inside Sales Executive, you will utilize your skills and drive to assist our Outside Sales team in extending eGroup’s products, services, and solutions to customers and prospects

You must be motivated to provide excellent customer service, work well in a team environment, and be self-reliant.

Duties and Responsibilities:

- Qualify in-bound leads and forward to outside sales as appropriate.
- Size solutions and provide pricing and configuration support to customers.
- Assist outside sales in obtaining product information for proposals.
- Review incoming orders from customers for accuracy.
- Entering in product orders and other sales-related material to ensure accurate and timely invoicing and sales reporting
- Provide back-up to other members of the sales and operations team.
- Demonstration of competency as an eGroup sales professional through achievement of assigned quarterly goals
- Participation in demand generation events and delivery of high value content to targeted prospects
- Demonstration of competency as an eGroup sales professional through closing of identified opportunities and use of manufacturer, distributor, internal resources and tools
- Additional Seat and Upsell Promotions
- Marketing Campaigns working with vendors and manufacturers
- Achieve Cisco, VMware, EMC, and other assigned manufacturer and industry sales certifications

Skills and Specifications:

- ✓ Excellent communication, writing, organization, task prioritization and customer service skills
- ✓ Able to communicate complicated technical issues, with effective presentation skills
- ✓ Self-motivated and flexible to work with negligible supervision
- ✓ Determined work attitude that delivers results, not effort
- ✓ Should be able to work as a team member
- ✓ Should have negotiation skills to deal with different kinds of customers
- ✓ Able to meet deadlines along with working under pressure
- ✓ Highly innovative and proactive
- ✓ Bachelor’s degree with prior experience in sales or marketing related field

eGroup provides an excellent compensation plan with full health benefits, paid time-off, expense reimbursement, training and certification, and retirement plan. To apply or for more information: hr@eGroup-us.com