Inside Sales - Work from Home – U.S. (Remote)

Full Time – 40Hrs per week

Global provider of innovative cloud-based software is looking for a mid-level territory manager based in U.S. This is an Inside Sales position, with most interaction done over the phone or via email. The ideal candidate will have experience selling software solutions to libraries across the academic spectrum, with initial focus on Health Science Libraries, Hospitals, Societies, and Government agencies throughout North America.

Candidate shall report to the Director of Institutional Site Licensing with a dotted line to the Chief Executive Officer. This is a key position within the organization.

Candidate must have:

- The ability to self-start and work remotely from home.
- B2B experience
- The ability to manage targets, goals, and revenues within their assigned territory.
- The desire to contribute to organizational goals, targets, and initiatives for growth
- The ability to accurately report territory activity on a regular basis

Ideal Candidates will have:

- The desire to succeed
- A rolodex of library contacts
- Experience dealing with online subscription sales (annual)
- The ability to handle a national territory
- The ability to reach key people in a specific role
- The ability to work with a small, dynamic team of dedicated professionals located around the globe who develop, promote, and support the product, mission, and organizational objectives.

Key Responsibilities –

Candidate will use his/her exceptional rapport with customers along with sales experience and understanding of the changing dynamics within the library/information science community to deliver our unique and innovative SAAS solution designed to bring evidence into practice at a rate previously not possible. The primary purpose of the Inside Sales position is to meet or exceed organizational sales objectives by promoting and selling the company’s online platform and expert support as a solution using professional sales techniques and long-term customer relationships. Additional responsibilities and skills include:
• Prospecting for new sales (Lead Generation)
• Relationship Building
• Territory Planning
• Sales Forecasting
• Qualification and Prioritization of Sales Opportunities
• Negotiating with Purchasers
• Customer Retention

General Responsibilities -
• Negotiate the sale of company products and services to assigned library accounts in North America and achieve assigned new business and renewal quota.
• Focus on customer retention by proactively engaging customers and supporting as needed.
• Gather competitive market and industry intelligence from assigned accounts and geography to be communicated and shared organizationally.
• Facilitate pre-sales and post sales customer training to assigned accounts through internal methods and staff.
• Deliver relevant, customized proposals that meet the specific need of the customer.
• Communicate market feedback and product information with sales, marketing, customer success, and product development.
• Identify key accounts and key consortia partners to maximize awareness in collaboration with Sales Management.
• Conduct high quality telephone and email correspondences on a regular basis.
• Understand how library customers function and how they purchase.
• Ability to learn new products and process quickly.

Qualifications:
• Demonstrated record of success in academic and or enterprise sales.
• 4 years of successful library sales experience required.
• Experience within academia preferred.
• Strong work ethic.
• Must be equally adept at working independently and within a team environment.
• Proficient in PC environment and must possess working knowledge of Microsoft Word, Excel, PowerPoint, Google Docs, and various database applications.
• Excellent written and oral communication skills including excellent public presentation skills and ability to conduct in product demonstration of technology products in person or via web conferencing tools.
• Superior time management and organizational skills with strong attention to detail.
• Creative, competitive, strategic and persistent sales demeanor on both a formal and informal basis.

Our organization is both mission based and not for profit. We enjoy an impeccable reputation based on uncompromising values, dedication to our cause, and unrivaled community support. As such, any candidate will be required to maintain these key
principles in their daily role. The candidate will quickly learn that their efforts and expertise can make a real impact on the world by providing a much-needed solution to library professionals and researchers across the country.

Contact Information –

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