



Inside Sales Representative

STARC Systems, Inc., the leader in temporary wall containment for healthcare renovations, seeks a motivated, energetic, and diligent Inside Sales professional to develop leads and close new sales opportunities while providing exceptional customer service. The successful candidate will play a fundamental role in the sales team and company in achieving our ambitious sales goals.

Duties include, but are not limited to:

- Generating leads through outbound efforts across the United States.
- Moving prospects through the entire sales process converting them to leads and new customers.
- Uncovering unforeseen sales opportunities.
- Developing relationships with existing customers to create leads within the company and uncover new projects.
- Giving Web and phone-based presentations.
- Providing administrative support, quotes, customer education and training support.
- Other duties as deemed necessary for increasing revenue or improving customer satisfaction.

Qualifications:

- Demonstrated success in closing/winning business is critical for the ideal candidate in this fast-paced environment.
- Exceptional ability to interact with customers at many levels within an organization.
- Strong written and oral communication skills.
- Excellent presentation skills.
- Experience with CRM platforms, Salesforce preferred.
- Resourceful, persistent, professional, goal oriented and customer focused.
- A team player and self-starter.
- Bachelor's degree preferred.

About STARC Systems

STARC Systems, Inc. is a US manufacturer of the Building industry's most innovative temporary wall containment system used during renovation of healthcare facilities, commercial buildings and education institutes to protect patients, customers and employees from the disruption and debris of renovation. STARC Systems' customers are among the top contractors and facilities across the US. With private equity funding, we will be continuing an aggressive sales and marketing strategy.