



Job Description

Position Title	Department	Reports to
Inside Sales Representative	Sales	Director of Sales
Employment Status	FLSA Status	Effective Date
<input type="checkbox"/> Temporary <input checked="" type="checkbox"/> Full-Time <input type="checkbox"/> Part-Time	<input checked="" type="checkbox"/> Non-Exempt <input type="checkbox"/> Exempt	September, 2020

POSITION SUMMARY

STARCS Systems, Inc., the leader in temporary wall containment for healthcare renovations, seeks a motivated, energetic, and diligent Inside Sales professional to generate business via prospecting, inbound lead nurturing, closing deals, and managing existing accounts 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.

ESSENTIAL DUTIES AND RESPONSIBILITIES

The essential functions include, but are not limited to the following:

- Generating qualified opportunities through outbound prospecting efforts across assigned regions;
- Nurturing qualified opportunities from inbound lead generation;
- Closing business from new and existing accounts;
- Managing existing accounts to maximize opportunities;
- Delivering web and phone-based presentations;
- Providing administrative support including the creation of quotes;
- Occasional travel to conferences and customer locations;
- Other duties as deemed necessary for increasing revenue or improving customer satisfaction.

MINIMUM QUALIFICATIONS (KNOWLEDGE, SKILLS, AND ABILITIES)

- Demonstrated success in generating new opportunities and 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;
- Intermediate skill level or above with CRM platforms, Salesforce preferred;
- Resourceful, resilient, professional, goal-oriented and customer-focused;
- A team-player and self-starter;
- Bachelor's degree preferred.

PHYSICAL DEMANDS AND WORK ENVIRONMENT

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this position. Reasonable accommodations may be made to enable individuals with disabilities to perform the functions. While performing the duties of this position, the

employee is regularly required to talk or hear. The employee frequently is required to use hands or fingers, handle or feel objects, tools, or controls. The employee is occasionally required to stand; walk; sit; and reach with hands and arms. The employee must occasionally lift and/or move up to 20 pounds. Specific vision abilities required by this position include close vision, distance vision, and the ability to adjust focus. The noise level in the work environment is usually low to moderate.

NOTE

This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments. All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbents will possess the skills, aptitudes, and abilities to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities. This document does not create an employment contract, implied or otherwise, other than an "at will" relationship.

Reviewed with employee by

Signature: _____ **Name (print):** _____

Title: _____ **Date:** _____

Received and accepted by

Signature: _____ **Name (print):** _____

Title: _____ **Date:** _____

STARC Systems is an Equal Opportunity Employer, drug free workplace, and complies with ADA regulations as applicable.