



<https://www.expertip.net/job/inside-sales-representative-msp/>

Inside Sales Representative for MSP

Description

Inside Sales Representative for Southeastern MSP

AT-NET Services is a [Managed Security Service Provider](#) (MSSP) company looking for a results-driven, motivated and energetic Business Development Representative. The Inside Sales Representative will set appointments for our Outside Sales team. AT-NET is a consulting and outsourcing service company which include infrastructure, security, and support.

The **ISR (Inside Sales Representative)** job grows our MSP business through new customer relationship development. We seek a self-motivated and self-directed individual with inside sales experience. This is a business development role selling to business unit managers, product managers and executives. Our [Managed Services](#) offering primarily consists of 24/7 help desk services, monitoring, remote control, antivirus, anti-malware, endpoint security, software deployment and update, system image backup and restore, purpose-built device monitoring, full service management and software stack management. This position collaborates with our Outside Sales team and Sales Director.

Please see our website for more information on the company: [AT-NET SERVICES](#)

Responsibilities

- Cold call, prospect, and convert.
- Identify customer needs and/or IT requirements.
- Articulate and sell AT-NET's value proposition, products & services to new potential customers.
- Manage multiple priorities simultaneously.
- Drive revenue opportunities through our defined sales phases and using our CRM tool.
- Create new relationships within assigned targets/ prospects using cold calling.
- Consistently use the defined Sales Process to drive appropriate appointments for our OSRs.
- Seek out competitive market data and proactively communicate internally to the Director of Sales.

Qualifications

- 2+ years successful experience cold calling
- Proven history of developing new business with new customers
- A solid knowledge of Microsoft Word, Excel, PowerPoint and Outlook
- Excellent written and verbal communication skills
- Should be detail oriented and able to handle multiple tasks at one time
- Good organizational skills

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Employment Type

Full-time

Beginning of employment

Immediately

Experience

2+ years Selling for an MSP

Duration of employment

Permanent

Industry

Technology

Job Location

3401 St. Vardell Lane, Suite D,
28217, Charlotte, North Carolina,
USA

Remote work from: USA

Working Hours

8am to 5pm

Base Salary

\$ 55,000 - \$ 85,000

Date posted

December 12, 2023

Valid through

01.05.2024

- Must be self-motivated and able to work as a member of a team
- Valid Driver's License

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Education

- Bachelor's degree
- Drivers License

Job Benefits

- Base Salary (Commensurate with experience).
- Commissions and Bonus.
- No cap on commission.
- Benefits (after 90-days) – Medical, Dental, Vision and 401K

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Contacts

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