

Creative power made easy. Unleash storytelling.

We believe in the power of stories to make a difference. To make a difference for societies, communities, and individuals. Stories educate and engage in multiple perspectives, bringing clarity, balance, and understanding. Stories push for change and fight for the things we love. Our customers tell stories that reach 3 billion people a day with perspectives that change the world and entertainment that brightens the day for many. Vizrt/NewTek empowers stories that engage and impact societies through the creation of sophisticated tools for the storyteller to flourish in the art of storytelling. We will continue to take bold steps, act fast together and are committed to making an impact. If you are interested in challenging the status quo, join our movement.

### **Position Summary:**

The Inside Sales Representative will focus on customer acquisition. This position involves calling new potential clients, client business referrals, or new leads. Provide prospective customers/clients with all services offered, and additional presentations as needed. Work with client to create solutions for their needs and consult through the sales process. Must be energetic, well-spoken, and eager to close sales and increase revenue.

### **What You'll Do:**

- Meet monthly, quarterly and yearly revenue targets
- Maintaining a current understanding of all NewTek products, new products, upgrades, updates, press releases, as well as competitive products
- Directing customers to resellers for product demonstration and reseller events
- Use excellent oral communication and best practices in customer service when interacting with customers
- Communicating with customers, making outbound calls to potential customers, and following up on leads
- Understanding customers' needs and identifying sales opportunities
- Answering potential customers' questions and sending additional information
- Upselling products and services
- Researching and qualifying new leads
- Researching potential leads from business directories, web searches, or digital resources
- Qualifying leads from digital campaigns, conferences, references, tradeshow, etc.
- Tracking weekly, monthly, and quarterly performance and sales metrics
- Building pipelines with channel partners
- Maintaining database (Salesforce, CRM, Excel, etc.) of prospective client information
- Identify decision makers within targeted leads to begin sales process
- Collaborate with appropriate team members to determine necessary strategic sales approaches

- Create and deliver qualified opportunities to other team members
- Handle inbound, unsolicited prospect calls and convert into sales
- Overcome objections of prospective customers
- Appropriately communicate brand identity and corporate position

### **What You Bring:**

- Comfortable making calls and talking to new people all day
- Excellent verbal and written communication skills; the ability to call, connect and interact with potential customers
- Persuasive and goal-oriented
- Possesses an energetic, outgoing, and friendly demeanor
- Eager to expand company with new sales, clients, and territories
- Self-motivated and self-directed
- Able to multitask, prioritize, and manage time efficiently
- In-depth understanding of company services and its position in the industry
- High school degree or equivalent
- Tenacity to handle rejection and continue with a positive attitude when reaching next potential client
- Knowledge of sales process from initiation to close
- Ability to work independently or as an active member of a team
- Previous experience in outbound call center, inside sales experience, or related sales experience preferred
- Strong computer skills, including Microsoft Office Suite (Word, PowerPoint, Outlook, and Excel, Teams) and CRM/Salesforce experience preferred
- Able to build and maintain lasting relationships with customers.
- Excellent listening skills
- Able to perform basic calculations and mathematical figures
- Ability to occasionally travel and attend sales events or exhibits
- High level of integrity and work ethic

### **What We Offer:**

- We offer an exciting opportunity in an expanding international company with the potential for personal growth
- A caring environment with regular feedback and personal development
- Excellent time off programs

- A friendly and welcoming work environment with highly skilled colleagues
- We utilize innovative software development technologies and methodologies
- We create software and services that push creative boundaries and develop new ways of telling stories