

Inside Sale Role:

OnPage is a privately held startup in the Boston area. We are seeking several go-getters with an eye on sales success; from lead qualification and closing deals to maintaining existing customers. This a full-time, on-site role, for an exceptional listener with stellar verbal/written communication and presentation skills.

The Role

The Inside Sales Team is key in developing and closing sales in order to drive new customers. The team plays a vital role not only with regard to revenue generation, but also with OnPage' reputation in the marketplace. The team is a frontline evangelist and the direct line to customers. At OnPage, we value a work-life balance. In the office, we're all about meeting our goals and celebrating well when we achieve them. OnPage has a fun, exciting culture and as one of the members of our growing sales force you will be a key promoter of that culture.

Key Responsibilities

- Ensure all inbound marketing leads are followed up with and each lead is given the appropriate level of attention to drive their evaluation
- Creativity Encouraged: Use inbound marketing leads AND your own outbound prospecting as your lead pool to build a pipeline of qualified prospects
- Manage sales cycles to assist customers in their purchase decisions including product demonstrations, sales support, and overall best practices
- Collaborate with and learn new selling approaches and strategies
- Outreach, engagement and relationship building with existing customers
- Ability to meet goals as set by the sales team each quarter

Qualities

- Bachelor's degree or equivalent experience required
- Excellent communication (written and verbal) and interpersonal skills required
- Ability to work in a high performance, fast-paced team environment
- Able to grasp new technology products and services and how to leverage them in a competitive marketplace
- Excellent problem solving and negotiation skills
- Ability to work effectively and collaboratively across sales, marketing and support

Compensation

At OnPage, we offer a great package which includes: competitive base salary; medical plan; dental plane; life insurance; LT & ST disability insurance; 401(K) plan with employer match; paid sick, holidays and vacation.