

<b>Job Title</b>	Inside Sales Representative
<b>Department</b>	Sales
<b>Location</b>	Mountain View

### Inside Sales Representative

Do you have the passion and drive to achieve results? Do you want to join a well-established, global company within the technology industry where five-star customer service is at the heart of everything we do?

Whether you are a recent graduate looking to kick start a career in sales, or you've already discovered your passion for sales and are looking to progress to the next step, then this is the perfect role for you. Our Sales Hero Academy will provide you with the fundamental sales skills, product knowledge and understanding of our clients that you need to get off to the best start but you must be self-motivated and be able to work independently.

The ideal candidate will be based within commuting distance of our offices in Mountain View, California and this will be a hybrid working role.

### WHAT WILL YOU DO IN YOUR NEW ROLE?

- Utilize the techniques you learn in training to convert warm inbound leads into new customers
- Take ownership of a valuable portfolio of existing customers, focusing on building and strengthening relationships, to understand their needs and maximize their potential
- Build and develop your sales pipeline with a pro-active approach
- Work hard to win new business opportunities from leads who have previously enquired but haven't yet become customers
- Act as the dedicated point of contact for customer queries via phone and email
- Pursue sales targets and objectives for your assigned territory
- Maintain our CRM system with accurate customer and lead information

### WHO ARE WE LOOKING FOR?

- "Hunter mindset" – you are an ambitious person who won't rest until you make the sale!
- Competitive and money-motivated
- Coachable with a willingness to constantly learn and develop your skills
- Excellent communication skills and active listening
- Self-motivated with a can-do attitude and high personal goals
- Strong organisational skills and ability to multitask
- Strong IT skills

**WHAT DO WE OFFER?**

- Basic salary up to \$45k (Depending on Experience)
- Hybrid Work Schedule 2 days in the office & 3 at home per week\*
- Uncapped commission
  - Typically \$10-15k+ on top of your basic salary in your first year
  - Higher commissions are regularly earned thereafter
- 10 days of annual leave plus company holidays
- Comprehensive benefits package including paid Medical, dental & vision coverage
- 401(K)
- Employee Perk Program
- Extensive training and support on product knowledge and selling techniques
- The opportunity to develop your skills while gaining valuable sales experience

**WHO ARE WE?**

Founded in 2003, Flashbay is the World's No.1 business-to-business (B2B) supplier of logo branded Promotional Technology products working with happy customers ranging from the smallest schools to the largest multinationals, globally. We offer an attractive range of designs within our Memory, Power and Audio categories, offering unbeatable prices coupled with fast and efficient service. Our product lines include Flash Drives, Power Banks, Speakers, Headphones, and Face Masks and Face Shields and a host of related technology products and accessories which allow our customers the unparalleled ability to promote their brands with confidence.

**Department:** Sales <http://www.flashbay.co.uk/careers/departments>

**Location:** Mountain View, California <http://www.flashbay.com/careers/mountain-view>

*\*You will initially be working on a hybrid basis with 2 days in the office and 3 days at home per week. We will determine the schedule as to which days fall into which category and the days will be fixed each week. Should you wish to work from the office on more days each week this can be accommodated. These arrangements are subject to periodic review and depending on individual and company performance or business needs the split between home and office-based working may change over time.*

*To work from home you must have a quiet dedicated working space available and a fixed line broadband connection with a download speed of at least 30Mbps – you can check this at [Speedtest.net](http://Speedtest.net) - mobile broadband is not acceptable.*