Title: Inside Sales Representative

About the Company:

InfoTycoon is the leader in multifamily inspections and asset management solutions. Designed for the full asset management lifecycle, our powerful web, and mobile platform is now used by nearly 40 percent of the NMHC (National Multifamily Housing Council) Top 50 including the four largest property managers. InfoTycoon is the only software company to receive industry awards from both NMHC and MFE (Multifamily Executive).

About the Role:

InfoTycoon is seeking an Inside Sales Representative to join our growing Atlanta-area team. This is an incredible opportunity for an intelligent, energetic and self-motivated individual to play a vital role in our organization. This role will be working with our SMB accounts in the Multifamily vertical.

The Inside Sales Representative is responsible for selling InfoTycoon solutions to the multifamily property management industry. This includes prospecting, lead generation and marketing activities using telephone, on-line presentations, webinars, e-mail interaction and conference participation.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Manage the sales process (prospecting, qualifying, presenting, contracting, closing) and coordinate initial client training and initial implementations associated with new business development activities
- Manage sales pipeline and coordinate all proposals and contract negotiations
- Meet assigned sales goals and report sales pipeline status
- Professionally and effectively represent InfoTycoon in client meetings and industry functions including conferences, trade shows, etc.
- Maintain accurate forecast and sales pipeline management through the company CRM
- Provide marketplace insights and competitive intelligence to InfoTycoon executive team

QUALIFICATIONS:

- Bachelor's degree in a relevant discipline required
- Minimum of 2+ years of successful sales experience with a software or technical solution
- Advanced understanding of Cloud, Mobile, and Web-based software solutions
- Ability to present and demonstrate software products and solutions in various business settings
- Proven ability to interact with executive staff in mid- to large-sized organizations
- Ability to identify, qualify, prioritize and close prospects
- Excellent presentation, verbal and written communication skills
- Engaging personality with a proven ability to deliver results
- Demonstrated ability to work independently and take initiative
- Available to travel as needed up to 25%