

# Director, Inside Sales

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**Department:** US Sales & Marketing

**Reports to:** EVP, Sales & Marketing, NA

**Location:** Remote

## Background on Proactis

Proactis is a global organization that has grown organically and through acquisition with locations across Europe and North America.

Proactis' primary focus is on spend management SaaS solutions and services to mid-market organizations to help them realize bottom line savings. This includes the full "Source to Pay" suite of tools.

## Job Description & Responsibilities

Proactis is vigorously recruiting key sales resources that are engaging, self-sufficient and eager to win deals and grow the market in North America. The Inside Sales Representative is pivotal to the growth strategy and will be responsible for generating leads, advancing the sales process, closing new and existing business, while focusing on achieving/assisting sales quotas. This individual will also actively participate in conducting research to identify leads within their target market for funnel growth, define strategic territory plans and implement creative/bold initiatives to close deals.

- Cold-calling prospects from outbound campaigns and inbound campaigns
- Maintaining and expanding the company's prospect funnel
- Following up on inbound and outbound marketing generated leads
- Developing sales opportunities by researching and identifying potential accounts
- Setting up and delivering sales presentations and product/service demonstrations
- Identifying decision makers within targeted leads to begin sales process
- Closing opportunities to secure multi-year contracts (SaaS and Services)
- Collaborating with appropriate team members to determine necessary strategic sales approaches
- Creating and delivering qualified opportunities to other team members
- Penetrating targeted accounts and radiate sales from within client base for defined territory
- Communicating deal strategies both in salesforce and on weekly calls with appropriate team members
- Support marketing efforts such as trade shows, exhibits, and other events.
- Making outbound follow-up calls to existing clients via telephone and email cross-sell and up-sell
- Provide updates and document sales activity within the CRM



## Professional Qualifications and Competencies

Two to three years of direct work experience in SAAS software sales:

- Demonstrated ability to convert prospects and close deals and achieve sales quotas
- Solid experience in opportunity qualification, pre-call planning, call control, account development, and time management
- Success in qualifying opportunities involving multiple key decision makers
- Strong knowledge of sales principles, methods, practices, and techniques
- Strong problem identification and objections resolution skills
- Able to build and maintain lasting relationships with customers
- Exceptional verbal communication and presentation skills
- Excellent listening skills
- Strong written communication skills
- Self-motivated, with high energy and an engaging level of enthusiasm
- Able to perform basic calculations and mathematical figures
- Ability to occasionally travel and attend sales events or exhibits
- Ability to work individually and as part of a team
- High level of integrity and work ethic
- Experience with Salesforce CRM