

E-mail Resumes to jobinfo@3CNC.com
**** Only PDF Formats will be accepted ****

Inside Sales Associate - Appointment Setting

Basic Purpose:

3CNC is seeking highly motivated, self starting, experienced Inside Sales Representative to contribute to 3CNC's dynamic growth rate. This is an exciting career growth opportunity for a goal-oriented team player to join one of the most innovative providers of IT support/outsourcing for small and medium size medical practices. The Inside Sales representative will prospect for and set up meetings with small to mid-sized medical practices that meet our target criteria. The candidate's primary responsibility is to generate a consistent stream of appointments for the sales consultants. To succeed candidate needs to have a competitive nature, be able to work in concert with the sales team, be able to discipline themselves to make the calls and follow up in an organized professional manner.

Qualifications:

- ⤴ 1 year telemarketing or inside sales experience, ideally selling or setting appointments for an IT product or service
- ⤴ Enthusiastic nature that comes through over the phone with the ability to develop a professional rapport and overcome objections
- ⤴ A strong work ethic
- ⤴ Excellent organizational skills
- ⤴ Excellent computer skills and use of the Internet for research
- ⤴ Ability to work as part of a team

Principal Duties and Responsibilities:

- ⤴ Meeting or exceeding appointment quota to prospects who meet the target profile
- ⤴ Maintain accurate and timely contact activity data in our sales automation tools
- ⤴ Prospecting – identifying and qualifying customers through cold calling and leveraging personal contacts
- ⤴ Identification and documentation of a prospect's needs and priorities
- ⤴ Timely and accurate completion of reports and required paperwork