

JOB DESCRIPTION

Job Title: Inside Sales Representative
Department: Sales
Reports to: Director
FLSA Code: Salary plus Commission
Location: Corporate Office, Alpharetta, GA

Date: Feb. 5, 2022

Job/Position Summary:

MobilityCG is growing very quickly and looking to add an Inside Sales Representative (ISR). The Inside Sales Representative will respond to sales leads and engage with designated existing or potential customers, and business partners. The ISR will build relationships, deliver MobilityCG messaging, uncover customer needs, represent our value, and generate sales while meeting assigned targets. Leads, customer list, and training will be provided. The role includes significant phone engagement with customers / potential customers, and communications via email. The ideal candidate is a competitive self-starter who is customer focused, has strong communication skills, and thrives in a high growth and fast paced environment. Being organized, detail oriented, and representing findings are also key.

College grads. and experienced Inside Sales Representatives are encouraged to apply.

This position is based in our Alpharetta, Georgia office with occasional work from home potential.

Principle Responsibilities:

- Respond to sales leads via phone and email
- Contact designated existing customers, and potential new customers
- Utilize Marketing information, MobilityCG training, and resources across the team to represent MobilityCG, uncover new business opportunities, and generate interest
- Achieve sales revenue and gross profit \$ to meet or exceed assigned targets
- Establish a strong, ongoing customer relationship across customer touch points
- Generate and deliver quotes from our Oracle/NetSuite system
- Report findings to management, and represent customer feedback and insight as needed through the broader team
- Partner across functions to ensure a successful customer experience
- Other duties as assigned

Qualifications:

- 2+ years of experience in an Inside Sales role, or college degree
- Strong communication skills (verbal, written, and presentation). Excellent phone skills
- Ability to uncover customer needs and tailor an approach that links our value to fulfilling those needs
- Ability to develop strong relationships
- Strong follow up skills
- Ability to achieve targets

- Industry experience in phones, tablets, and other mobile products / services is a plus
- Strong team orientation, and ability to work comfortably within all levels of the organization
- Ability to work independently with minimal supervision, follow procedures, organize, multi-task, and thrive in a dynamic high-growth environment
- Proficiency in Microsoft Office Suite: Outlook, Word, Excel, PowerPoint, and Teams.

About MobilityCG:

- Mobility Consulting Group (MCG) is a strategic sourcing VAR that helps the world's leading companies and government agencies to deliver mobile solutions. We make it easy for customers to acquire, provision, secure & manage all their mobile devices; smartphones, tablets, laptops, and connected devices, purpose-built or consumer-grade. Located in Alpharetta, Georgia, MCG's fast growth each year is the result of our outstanding people, business partners, and customers. To learn more, check out our video at <https://vimeo.com/457452266>