Job ID: 1346

Inside Sales - Data/Hosted Voice/Cloud – Pleasanton, CA 94566

MegaPath is the largest privately held, facilities-based Managed Services LEC in the US. We provide next-generation Hosted Voice, Cloud, Private Networking and Managed Security Service solutions to businesses nationwide. With growth in mind, we are hiring exceptional people.

Role: Business Sales Executive

This important member of the Inside Sales team is responsible for selling solution-based voice, data, hosted and managed services products to existing and potential MegaPath business customers through proactive outbound phone and web sales efforts.

We have a Fast Paced and Fun Sales Environment which Offers:

- **Competitive Salary**
- **Generous Commissions (Uncapped)**
    - Salary Accelerators
    - Quarterly Bonus
    - Spiff Programs (Cash, Prizes and More!)
- **Company-wide Recognition**
    - 100 Seat Club
    - Presidents Club
    - Employee and Salesperson of the Month
    - Career Growth Potential
- **Training**
    - Product Training
        - Dedicated Product Trainers
        - Certifications:
        - Cloud
        - Hosted Voice
    - Sales Training
        - Dedicated Sales Trainers
        - Basic Sales Training
        - Ongoing Sales Training
        - Channel/Partner/Agent/Enterprise Model Training
        - Systems (Orders, Billings, Leads, SalesForce)
- **Sales Tools**
    - Pre and Post-Sales Support Specialists
    - Onsite Sales Engineering Specialists
    - Customer Service Team
    - Automated Marketing Program (Inbound/Warm Leads)
    - Partner / Telecom Agent Community Access

Major Responsibilities:

- Selling the company's products and services, including T1, DSL, Business VoIP, Managed and Hosted (Cloud) Services to potential customers
- Aggressively calling into Marketing driven assigned web leads/potential customers; developing leads that align with the company's business strategies
- Answering in-bound Marketing driven sales calls
- Maintain 40+ calls/day out to Prospects, Partners and Customers
- Achieving and exceeding monthly sales quotas as set out by management
- Adhering to sales guidelines as communicated
- Documenting all initial and ongoing customer contacts as required
- Using Salesforce.com to track, forecast, and manage the opportunity pipeline from initial inquiry to booked revenue and beyond
- Quickly learning about and adapting to new products and services
- Developing new and creative ways to capitalize on marketing efforts
- Upholding the highest levels of integrity and customer service
- Carrying out other responsibilities as assigned

Key Skills/Experience:

- 2-4 years of sales experience in an inside or outside capacity
- Ability to work independently and think strategically regarding customer account acquisition and development
- Experience and excellence in a quota-based sales environment
- Experience with technical service offerings preferred, ideally with computer or telecommunications technology

Employee Benefits:

- MegaPath strives to provide a productive and balanced work environment. Our success depends on your health and happiness. We offer benefits that include:
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