

TITLE: Dealer ISR (Inside Sales Representative) II
REPORTS TO: Division Manager

Job Summary

Please Note: This is a work from home based position that requires the applicant to support a 9:00 am to 6:00 pm ET shift and travel to the local office of our client in Germantown, MD for training and meetings, as needed.

Dealer Inside Sales Representatives (ISR) are instrumental in assisting our reseller sales network in outbound calling to attract new business. Individuals must possess a strong ability to engage customers in revenue producing sales conversations, and understand the importance of timely sales activity execution.

Duties may include: Outbound calling to attract new prospects to client business. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks, including cold calling, sales calls, educating and reinforcing resellers and updating data in salesforce. Works under general supervision. A certain degree of creativity and latitude is required. Typically reports to a supervisor or manager.

Essential Functions/Primary Responsibilities

- **Top Priority - Candidate must have strong hunter mentality for prospecting.**
- **Knowledge of online social media marketing tools, i.e., LinkedIn, etc.**
- **Candidate will be responsible for working with large agents operating on a multi-regional or national basis.**
- **This individual will work with our agent field sales team, assisting with generating reports on activation rates, churn, and other reports as may be required to help the agent produce more/ higher quality sales – needs excellent Excel, PowerPoint, Word skills.**
- **Must have strong communication skills – both verbal and written**
- **A sales background required**
- **Knowledge of Salesforce a plus. All contact data will be recorded in Salesforce.**
- **Will work from home – but will be required to attend occasional meetings and sessions at the corporate office in Germantown**
- **No overnight travel anticipated.**

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- **Must be self-motivated and able to multi-task, working with many agents – and inside client teams - per day**
- **Will prospect for new agents through outbound calling and written communications**
- **Will assist new agents through the set up process and training modules**
- **Will provide reports to management regarding any issues, problems, competitive activities, etc. which candidate may learn of during communications with the agents**
- **Will work with outside regional managers and territory managers on overall strategy for the regions...hitting targets for number of active agents and overall business activity**

Experience/Education:

- 1-2 years of current service/sales experience required.
- College or equivalent experience required.

Competitive benefits including:

- **Ability to work from home**
- **Medical Insurance - 100% Employee Funded**
- **Paid Vacation/Personal Days**

WORK SPACE REQUIREMENTS

- A dedicated workspace with a door that closes and appropriate workspace tools, (i.d.; desk, phone, laptop, high speed internet service, clock, etc.)

Please send resume to elizabeth.bender@rmfactory.com

**RMFactory is an Equal Opportunity Employer. RMFactory offers reasonable accommodations to qualified individuals with a disability. RMFactory believes that each employee makes a significant contribution to our success. That contribution should not be limited by the assigned responsibilities. Therefore, this position description is designed to outline primary duties, qualifications and job scope, but not limit the incumbent nor the organization to just the work identified. It is our expectation that each employee will offer his/her services wherever and whenever necessary to ensure the success of our endeavors.*