

WizeHire Sample Inside Sales Agent Job Description

Job Title: Inside Sales Agent

Reports to: Sales Director

Mission: To plan and achieve prospecting and sales targets. To provide a first-class experience to all customers that enhances company brand. To pre-qualify buyers, understand the needs of sellers and negotiate sales effectively.

Expectations:

- Respond to leads in 2-5 minutes
- Ramp into production 30 days after hire
- Exceed monthly sales quota by 2%
- Make 50 prospecting calls per day
- Clean x amount contacts each month
- Generate x number of qualified leads from SOI

Tasks and Responsibilities:

- Prospect for and engage with clients to build and manage a pipeline of future clients
- Following scripts and plan
- Achieve productivity, appointment setting and revenue targets and track metrics
- Respond efficiently to customer inquiries and cold calling
- Outbound calling, e-mail communication, coordination to schedule appointments
- Accurately qualify potential customers
- Participate in regular training and education requirements

Technical Skills:

- Customer/client database management
- Lead qualification (BANT)
- Rapport building and active listening
- Objection handling
- Clear communication skills
- Calendar management

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Qualifications

- 1-2 years of cold calling experience
- Real Estate License

Team Core Values

- **Adventurous:** Willing to take risks or try out new methods, ideas, or experiences.
- **Flexibility/Adaptability:** Adjusts quickly to changing priorities and conditions. Copes effectively with complexity and change.
- **Honesty/Integrity:** Does not cut corners ethically. Earns trust and maintains confidences. Does what is right, not just what is politically expedient. Speaks plainly and truthfully.
- **Teamwork:** Reaches out to peers and cooperates with supervisors to establish an overall collaborative working relationship.
- **Work Ethic:** Possesses a strong willingness to work hard and sometimes long hours to get the job done.

Personality Profile

Here is the personality profile of an Inside Sales Agent based upon the WizeHire benchmark.

