

Inside Sales Representative

Seattle | WA

Who We Are

At PeopleSpace, we're bold, we're innovative, and we work with amazing furniture and even better people. We give customers the best experience we can, and we do it in a way that helps our employees grow, succeed, and have fun.

What You'll Do

The Inside Sales Representative generates leads, qualifies potential customers, advances the sales process and assists in the achievement of opportunity-based sales of furniture and services.

Responsibilities

Lead Generation

- Contact via phone and/or email potential clients to qualify business opportunities and set appointments
- Research potential clients via the internet and social media, to qualify opportunities, and identify the decision maker(s) within those organizations.
- Connect with key decision makers via phone, email, or social media to generate interest, and set an in-person meeting for the Business Development Manager ("BDM").
- Enter all opportunities in NetSuite CRM; keep all opportunities and contacts current with notes/data in CRM.
- Meet weekly with Managing Director to discuss progress and results.

Potential Customer/Account Interfaces

- Work with the outside sales team (BDMs) to schedule appointments on their behalf in their respective markets
- Develop a general understanding of the market he/she is covering in terms of the active projects, the key influencers, and how to navigate through an opportunity to connect with the right people.

Goals and Performance

- Meet weekly, monthly, quarterly and yearly set appointments with key decision makers goals set by the Managing Director
- Provide timely data entry into NetSuite CRM and provide notes/updates as new information is obtained
- Participate in special sales programs sponsored by the PeopleSpace or in conjunction with designated furniture manufacturers; attend training

IT'S NOT JUST ABOUT FURNITURE.

Working for PeopleSpace means inspiring leadership, amazing resources, and great culture

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To apply, email a resume and cover letter to:



tkoehler@peoplespace.com

If we see a fit, we'll reach out within a week. We know applying takes time. Thank you in advance for yours.

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Qualifications

- Professional, with a business, construction management, architectural/design, or sales background
- Excellent verbal, written, and listening skills
- Energetic, outgoing, and friendly demeanor
- Persuasive and goal-oriented
- Ability to work independently or as an active member of a team
- Quickly learn, self-study, and think on your feet
- Self-motivated and self-directed
- Eager for career advancement
- Tech/Internet savvy - navigate the web and social media efficiently; enter data in CRM

Compensation and Benefits

- Base salary plus generous performance-based bonus, paid quarterly
- Competitive benefits package, including health, dental, life insurance, paid vacation and 401k with matching
- Opportunity for professional development and career advancement

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