



Aptela, Inc.
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JOB OVERVIEW:

Inside Sales Representative

Location: Herndon, VA

Department: Sales

Contact: careers@aptela.com

COMPANY OVERVIEW:

Aptela Inc. is the leader in business VoIP solutions, eliminating the expense and hassle of traditional business phone services. Aptela's powerful, Internet based solution revolutionizes the way companies communicate delivering features and functionality to the small to medium business market (SMB) that used to be reserved for large scale enterprises. Aptela is looking for extraordinary sales representatives who possess the drive and results-focused attitude to help us build this exciting and growing market.

JOB DESCRIPTION:

You will use your business development skills to identify, qualify and build long-term profitable relationships with new accounts selling B2B telecom solutions, IP Telephony, Hosted PBX and converged technologies. We require a true hunter personality that can build and maintain a strong pipeline of opportunities within many market segments. The ability to convert this pipeline into actual sales is necessary.

The Inside Sales Representative is responsible for:

- All aspects of sales cycle including prospecting, cold calling, product demonstrations, and closing
- Analyzing customer needs and identifying solutions
- Achieving sales targets through funnel development and consistent closing of leads



REQUIRED SKILL SET & QUALIFICATIONS:

- Bachelors degree preferred
- Excellent communication, presentation, and negotiation skills
- Energy, motivation, enthusiasm, integrity, and outstanding organizational time management skills
- Strong prospecting and closing skills
- “Hunter mentality” and desire to over achieve
- 2-4 years experience in selling solutions in B2B environment preferred
- Prior experience in the telecom or “software as a service” industries preferred with successful quota achievement
- Professional demeanor; team player orientation. Ability to interface with internal and external customers.
- Conduct product demos to support the selling process
- Access product/technical information to support customers
- Identify sources of sales leads and follow through on leads
- Computer proficiency: Word, Excel, Outlook, Salesforce.com, and internet search required

Aptela delivers the energy and fast paced excitement you would expect of a rapidly growing company, in addition we offer medical, dental, 401K, competitive paid time off, and a team oriented work environment. Come join us and help Aptela lead this exciting market.

If your experience matches our requirements, we'd love to hear from you!