



INTERNAL SALES REPRESENTATIVE

Full-time

Location: Fully Remote

BE PART OF A TEAM THAT EMPOWERS YOU

Eracent is a global leader in the development and delivery of dedicated IT Asset Management (ITAM) and Software Asset Management (SAM) data, analysis and reporting solutions. Our company operates with an international presence, with global customers who rely on our expertise in SAM. With us, you will find a team-oriented work environment, with opportunities to succeed and the possibility to make a daily direct impact. At Eracent, we are building a world-class partner network to drive our pipeline and with whom we can close enterprise deals. These partnerships also augment and help scale our implementations and customer success. Internal Sales is a key pillar of Eracent's go-to-market and company strategy. This is an opportunity for a person with a strong drive to expand their career, make a positive difference, and be rewarded accordingly.

Eracent partners with leading consultants, cloud and software providers, business process outsourcers, and managed service providers.

We're Growing while transforming the software industry...READY TO JOIN OUR TEAM?

ROLE PURPOSE

As an Internal Sales Representative, you will play a fundamental role in achieving our ambitious acquisition and revenue growth objectives. In this role, you will act as the liaison between the sales team and clients generating interest, qualifying prospects, and closing sales in a quick sales cycle environment. This role requires self-motivation, high energy, and a results-oriented mindset. It requires the ability to communicate with clients and leads to identify and understand their product or service needs. You will identify and suggest products and services that meet those needs. You will be responsible for achieving and exceeding revenue targets through pipeline generation.

KEY FOCUS

- Build and cultivate leadership and working relationships across our global client base.
- Use the SUGAR CRM tool to track and manage key metrics such as qualified pipeline generated, deals closed, and deal registrations.
- Develop a deep understanding of Eracent's business and product offerings.
- Manage customer-related agreements and end-to-end service in collaboration with internal teams.
- Research accounts and identify key players to build a deep understanding of the client's business models, strategies, and goals.
- To be successful in this role, you must invest time in getting to know your customer base, identifying and focusing on their satisfaction and maximizing revenue potential.

COMPETENCIES:

- A track record of good judgment and decision-making in positions with significant responsibility
- The ability to discuss Eracent technology solutions with partners and customers.

- Consistently demonstrate professional, positive, and approachable attitude/ demeanor and discretion

EXPERIENCE, CAPABILITY, AND BEHAVIORS:

Must have professional

- 5+ years of experience in related fields highly preferred
- Experience working directly with customers in the enterprise software space
- Proven track record of success in achieving and exceeding monthly, quarterly, and annual sales
- Savvy presentation and demonstration skills, translating technology concepts fluidly
- Proven experience building and maintaining strong relationships with key accounts.
- Experience working with MS Office and SUGAR CRM or similar

MOTIVATORS

- Competitive Salary
- Eracent provides comprehensive benefits
- Unique opportunity to work within a well-established, dynamic company in the IT asset management space
- Continued training in Eracent technologies will be provided as needed.

Eracent is an Equal Opportunity/Affirmative Action Employer. We consider applicants without regard to race, color, religion, age, national origin, ancestry, ethnicity, gender, gender identity, gender expression, sexual orientation, marital status, veteran status, disability, genetic information, citizenship status, or membership in any other group protected by federal, state, or local law.

Eracent understands the value of employing a diverse, equitable, and inclusive workforce. We recognize that equity necessitates acknowledging past exclusion and that inclusion requires intentional effort. Eracent is committed to championing policies and practices that foster a welcoming environment for all.