



## Inside Sales Representative

### The Company

Impulse is a privately-held company addressing the challenges of managing network access policies and endpoint security within large infrastructures. SafeConnect is the most flexible NAC solution available and offers an easy to implement and support endpoint policy management system. It seamlessly connects into existing multi-vendor network infrastructures while providing the flexibility to adhere to each organization's unique computing policy philosophies. SafeConnect's unique architecture provides a true out-of-line NAC solution that is vendor-independent, scalable, and flexible to meet your growth needs – resulting in reduced time, expense, and risk.

### Job Description:

The Inside Sales Representative (ISR) position is team contributor role that works in concert with the Regional/Territory Sales Managers (RSM/TSM). As sale team the ISR is paired with the RSM/TSM in territory with the mutual objective of achieving the assigned sales objectives.

The general duties of the ISR position include:

- Generate sales activities which involves;
  - Calling on prospects and target customers
  - Providing product information function/benefits
  - Secure meetings/appointments for RSM/TSM

Reporting to the Vice President of Sales, the ISR will be involved throughout the sales process of identify targets, contacting prospects and creating opportunities. This role requires working closing with the RSM in the assigned region. To be successful the ISR will need to effectively coordinate as a team all activities and communications with the RSMs.

The ISR will be required on daily basis to make calls to targets and prospects. The calling activity is to introduce Impulse/SafeConnect to the market, create interest and move the target/prospect along in the early stages of the sales process. The performance of the ISR in position will be judged (in part) based on the volume of calls, the number of appointments secured and the subsequent revenues generated from the calling activities.

The position does require gaining a thorough understanding of the SafeConnect product, the customer environments, competing and related technology and ability to effectively present our value proposition to prospects.

### Responsibilities:

- To be identify sales targets and prospects
- To identify/respond to leads
- To create sales opportunities where they do not currently
- To complete a volume of calls to prospects (in the territory) on regular daily basis

- To communicate/position/sell our value proposition to prospects
- To secure an assigned number of sales appointments (webinars, in person meetings, event participation,etc)
- Responsible for documenting all call activities in CRM system
- Provide feedback on market trends and competitive activities

**Skills and Experience:**

- Strong communication, interpersonal and organizational skills
- Effective at telephone communications
- Ability to work within a team as well as independently
- Comfortable/effective making sales cold calls
- Ability to learned and use the company’s CRM system
- Self motivated

*Added Plus*

- Previous role in technology sales
- Working knowledge security software and networking technologies

**Highly Desired:**

- Previous experienced selling security software
- Working knowledge of Cisco infrastructure
- Experience selling in Education markets

**Requirements**

- Bachelor degree
- Prior sales experience preferred (some)
- Ability/willingness to make daily volume of calls
- Strong communication and customer relationship skills

**Success Criteria**

- To be professionally persistent
- Able to overcome objectives
- To have good listening skills
- Team working ability – collaboration
- Ability to build creditability with prospects quickly
- Appreciation and understanding for sales process
- Honest and trustworthy
- Ability to work in fast pace environment with multiple priorities
- Ability work virtually
- Results oriented specialists
- Able to work within in a small company environment

Impulse offers a highly competitive compensation package and the professional advantage of an environment that recognizes your contributions and supports continued personal development. Impulse Point offers a comprehensive benefits package which includes Medical / Dental / Vision Insurance Plan options, Flexible Spending Accounts, Health Savings Accounts, 401K Retirement Plan, Life Insurance, Equity Participation, Vacation, Sick and Holiday Paid Time Off, and Tuition Reimbursement. Impulse is an Equal Opportunity Employer.