



The Tools You Need to Win at Retail™

## Inside Sales Representative

### Overview

At Accelerated Analytics, we've been collecting, analyzing and reporting on POS and EDI 852 data for some of the biggest brands in DIY, Home & Hardware, not to mention Beauty, Consumer Products, and Fashion, since 2003. Our team includes talented project managers, engineers, and business analysts with a passion for retail and a knack for numbers. And our dynamic sales, creative and administrative staff keep us inspired and our business moving forward. Learn more by visiting [www.AcceleratedAnalytics.com](http://www.AcceleratedAnalytics.com).

### Location

This is a part-time position (20-25 hours) that can be in our Bradenton, FL, office and/or in a home office/remote.

### Job Description

The Inside Sales Representative will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. The successful candidate must be comfortable making dozens of calls per day, generating interest in our solution, communicating our value to the retail industry, qualifying prospects, and generating sales appointments for the executive sales team. The candidate must be friendly and persuasive, persistent, patient and cool-tempered. This position will appeal to a high-energy, self-motivated individual who combines exemplary communication skills, creativity and telephone selling skills.

### Responsibilities

- Source new sales opportunities through outbound calls and emails and inbound lead follow-up.
- Route qualified opportunities to sales executives for further development and closure.
- Achieve daily, weekly and monthly quotas of prospecting calls and scheduling qualified introduction calls and demos for the executive sales team.
- Keep records of calls and appointments made and record useful information in our CRM tool.
- Represent Accelerated Analytics in a positive and professional manner.

### Requirements

- 5 years+ proven inside sales experience in a B2B environment
- Experience in lead nurturing, lead generation and appointment setting
- Track record of over-achieving quotas over the phone
- Strong phone presence and experience dialing dozens of calls per day
- Experience working with a CRM tool
- Excellent listening, verbal and written communication skills
- Ability to multi-task, prioritize and manage time effectively
- Highly motivated with a strong desire to succeed

### What We Offer

- Competitive salary
- Retirement plan with company matching
- Company paid life insurance

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Bradenton, FL 34202

[www.acceleratedanalytics.com](http://www.acceleratedanalytics.com)

941-746-2073



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To apply, please complete our initial hiring assessment and upload your resume by clicking the link below.  
<http://www.ondemandassessment.com/verify/apply/yvymRev/hbCPPbPh>

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