

Company: Artisun Solar

Title: Inside Sales Representative (B2B)

Location: Grandview, MO

Website: <https://www.artisunsolar.com/>

Artisun Solar, a leading Commercial, Industrial, & Agricultural Solar Developer, is a veteran owned, family operated business that continues to experience rapid growth. We are expanding our sales staff and are looking to hire a, competitive, self-confident Inside Sales Representative to develop relationships with business owners and C-level executives in the Greater Kansas City & St Louis area who wants to grow professionally in their sales career.

As an Inside Sales Representative, you will be the initial contact to B2B clients that have been targeted by Artisun Solar through one of our marketing efforts. No experience necessary, just self-confidence, ability to follow a process, and the drive to succeed.

This position will work in collaboration with a team throughout the sales cycle to uncover and deliver incremental growth opportunities. This individual will also engage directly with our most strategic prospects and clients and be responsible for a variety of revenue generating activities.

Who we are looking for:

- Our ideal candidate is a self-starter with experience using non-traditional tools to develop a client base.
- Someone who wants to fill a significant role within the company and not just be an anonymous player

A self-driven, persistent individual with the ability to work independently, outstanding integrity, willing to take responsibility for his or her own actions and performance.

What we offer:

Base Salary plus Commission and Bonus)

- Get in early on a growing industry in your region
- Company matching 401k with a 6% company match
- Paid time off and paid holidays
- Excellent growth potential
- Career mentorship from senior leadership
- Opportunity for growth within a growing company
- A rewarding work environment where you can make a real impact

Key Responsibilities:

- Engage prospects and clients directly to set appointments on behalf of sales team
- Engage clients to uncover and close growth opportunities

- Prioritize and maintain active pipeline of opportunities
- Engage prospects to ensure key sales objectives are met
- Drive internal lead management oversight
- Support prospecting and lead generation efforts
- Educate clients on relevant tools and resources and respond to client inquiries
- Maintain detailed client databases and prospecting lists

Qualifications

- Ability to work independently in dynamic environment and manage multiple priorities
- Highly motivated and willingness to assume accountability for generating new business
- Strong interpersonal and communication skills (written and verbal)
- Demonstrated ability to build relationships quickly and work effectively across internal teams
- High level of professionalism and business acumen
- Demonstrated organizational and time management skills
- Accuracy and attention to detail required
- Proficiency in Microsoft Office Suite including PowerPoint, Excel, and Word required
- CRM experience preferred
- 1 - 3 years of B2B sales or relevant experience preferred
- Cold calling and acquisition experience preferred
- Pass background check and drug screen

If you are looking for a company that values their employees and rewards for performance, please send your resume.