



## Inside Sales Representative

### Job description

Drew Technologies is looking for a talented and competitive **Inside Sales Representative** that thrives in a quick sales cycle environment.

### Your Primary Responsibilities

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Team with channel partners to build pipeline and close deals
- Perform effective online demos to prospects

### Requirements

- Proven inside sales experience
- Track record of over-achieving quota
- Strong phone presence and experience dialing dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Experience working with Salesforce.com or similar CRM
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- BA/BS degree or equivalent
- Automotive service market background preferred

### We Offer:

- 401k Plan with employer match.
- Company Profit Sharing.
- Insurance Plans for Medical, Vision, Dental.
- Paid Holiday leave, vacation, and personal time.

### About Drew Technologies

**Drew Technologies** is a business unit of **Opus Vehicle Services**, which is a division of **Opus Group**. **Opus Group** is a publicly-held Swedish corporation with operations worldwide.

For over 20 years, we have set ourselves apart from any other J2534 diagnostic and reprogramming devices available on the market. **Drew Technologies** recently introduced the award-winning **RAP (Remote Assisted Programming)** service. RAP is designed to assist automotive repair and collision technicians with programming vehicles. In a nutshell, **DrewTechs'** core competency is "talking to vehicles".