

# Inside Sales Representative

## Description

WordPress VIP is the world's leading enterprise content management platform, powering the websites of some of the world's largest companies, such as Salesforce, Meta, CNN, NASA, the White House, and more. What makes WordPress VIP unique is our enterprise-grade security, infrastructure, and world-class support, which help companies create innovative digital experiences with WordPress. We help companies create innovative digital experiences with WordPress. About the Role With 40% year-on-year growth and recent FedRamp certification, WordPress VIP is one of the fastest-growing areas of Automattic. To continue to support and capitalize on that growth, we are now seeking a highly motivated Inside Sales Representative to join our dynamic sales team, focusing on expanding our reach into the public sector. The successful candidate will be responsible for driving sales growth by identifying and cultivating new business opportunities within government agencies, educational institutions, and other public sector organizations. This role requires a proactive and Results-oriented individual with excellent communication skills, a passion for exceeding sales targets, and an interest in how WordPress can impact multiple verticals within the Enterprise space. Responsibilities: Prospect and qualify leads within the public sector to build a robust sales pipeline. Conduct thorough research to understand the specific needs and challenges of government agencies and educational institutions. Develop and maintain strong relationships with key decision-makers and influencers within target accounts. Collaborate with the external sales team to develop and execute strategic sales plans that align with organizational objectives. Deliver compelling sales presentations and product demonstrations to showcase the value proposition of our solutions. Negotiate contracts and close sales deals to achieve revenue targets. Provide timely and accurate sales forecasts and reports to management. Stay informed about industry trends, competitive landscape, and government procurement processes. Requirements: 3-5 + years of sales operations, business development, or similar experience. Proven track record of success in inside sales, preferably within the public sector or B2B environment. Strong understanding of government procurement processes and regulations is highly desirable. Excellent communication and interpersonal skills, with the ability to build rapport and trust with diverse stakeholders. Self-motivated and results-driven, with a demonstrated ability to work independently and as part of a team. Proficiency in CRM software and other sales tools. Ability to adapt quickly to changing priorities and thrive in a fast-paced environment. Willingness to travel occasionally for client meetings and industry events, as needed. This isn't your typical work-from-home job—we are a fully-remote company with an open vacation policy. To see a full list of benefits by country, consult our Benefits Page. And check out these links to learn more about How We Hire and What We Expect from Ourselves. Read more about our compensation philosophy and benefits. Salary range: OTE \$120,000-\$150,000 USD – Please note that salary ranges are global, regardless of location, where we pay in local currency. Please mention the word \*\*WINDFALL\*\* and tag RMzQuMTQ1LjI0MC4xMDY= when applying to show you read the job post completely (#RMzQuMTQ1LjI0MC4xMDY=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## Contacts

Job listing via [RemoteOK.com](https://www.remoteok.com)

## Hiring organization

Automattic Careers

## Job Location

Remote

## Base Salary

\$ 95000 - \$ 152500

## Date posted

June 2, 2024

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