

Inside Sales Representative EMEA

Description

Position Summary Arcesium seeks a talented Inside Sales Representative to join our team in Client and Partner Development. This role will play a key role in developing and qualifying opportunities for Arcesium in the EMEA region. Responsibilities Generate and qualify leads that build sales pipeline through strategic account mapping, cold calling, and emailing. Develop an in depth understanding of our buyer personas and the key business issues, needs, goals, and challenges of our target markets. Work closely with Sales Executives to drive engagement with key contacts in target accounts, improve sales pipeline development and qualify opportunities. Ensure a consistent level of prospecting activity in order to achieve monthly/quarterly goals. Leverage and adapt email scripts and outreach sequences. Use social selling techniques to attract and source leads. Track all activities through our CRM (Salesforce.com) and create a weekly report of industry trends, pipeline, and conversation highlights. Work together with the team to establish and share prospecting techniques that are most effective. Keep up to date on trends and news from the industry, our competitors, and our target market. Qualifications 5+ years of experience prospecting for Enterprise B2B SaaS solutions. Bachelor's degree from a four-year college. Superb written and verbal communication skills. Experience with mid-high volume email/cold calling. Ability to thrive within a competitive, goal-driven company. A resourceful, independent problem-solver with the ability to positively contribute in a congenial, start-up environment. Ability to multi-task, prioritize, and autonomously manage time. Experience with tools such as Hubspot Sales Professional, Vidyard, and Zoominfo. Experience prospecting to EMEA accounts and ability to work GMT hours. The expected annual base salary for this position is \$95,000.00 - \$110,000.00. Our compensation package includes variable compensation in the form of a year-end bonus, guaranteed in the first year of hire, benefits including medical and prescription drug coverage, and 401k contribution matching. The applicable annual base salary paid to a successful applicant will be determined based on multiple factors including without limitation the nature and extent of prior experience and educational background. Remote eligible states include: NY, NJ, MA, PA, CT Arcesium's Personal Data Privacy Notice for Candidates is linked here. #LI-HM1#LI-RemotePlease mention the word **GRACIOUSLY** and tag RMjE2LjI0NS4yMjEuOTE= when applying to show you read the job post completely (#RMjE2LjI0NS4yMjEuOTE=). 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

Arcesium LLC

Job Location

Remote

Base Salary

\$ 50000 - \$ 90000

Date posted

June 8, 2024

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