



## **TeleSales Representative**

Location: Company HQ – Tampa, FL

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As a key contributor to the overall performance within a defined geographic region the Actsoft TeleSales Representative will be responsible for new sales lead generation activities and prospect appointment setting. In addition, the TeleSales Representative will develop and implement the company sales plan and will meet or exceed stated business objectives of establishing net-new customer meeting opportunities and sales. The position will work within the sales and support team infrastructure toward the achievement of new account establishment, revenue generation, and long-term sales goals in line with Actsoft vision and values.

### **Responsibilities**

- Generate new sales opportunities and appointments via out-bound dialing activities
- Help qualify the mobile management needs of potential clients
- Liaison with other internal departments as necessary to carry out the functions of the position
- Attain and maintain minimum daily targets (Quota) on a monthly, quarterly, and yearly basis
- Understanding of Actsoft products and services
- Maintain accurate records of all sales and prospecting activities via the company designated CRM
- Research creative ideas and ways to reach prospective new client opportunities
- Generate calling 'lists' as required from time to time to help carry out the duties of the position
- Stay current and updated on all new Actsoft products and services
- Establish priorities and work independently with minimal supervision while attaining objectives

### **Minimum Requirements**

- College Degree preferred or equivalent work experience
- Minimum of 1+ years of successful tele-sales experience
- Astute problem solving skills and abilities
- Microsoft Office proficient
- Proven ability at overachieving quota requirements
- Persistent and does not fear rejection
- Team player and contributor
- Bi-Lingual (desired)
- Organized and detail oriented