



Posting Date: January 30, 2012
Submit resume and cover letter to: info@earthshift.com

Job Title: Inside Sales Representative

EarthShift is a leading international provider of sustainability services and training that allow corporations and institutions to engage in informed decision making about the social, economic and environmental consequences that flow from their activities. EarthShift is seeking an experienced inside sales person to proactively follow up on leads and call established customers to generate new business. This is an excellent opportunity to join a well-established and growing company in the exciting sustainability field.

Job Description Overview

Actively manage the lead inquiry and sales generation processes for company. Daily activities include but are not limited to proactive outbound calls, email communications, and web demonstrations, as well as managing inbound phone calls and email inquiries with the expectation of creating, advancing and closing revenue opportunities. Will require travel for attending conferences and related events.

Job Responsibilities

- Qualifying and assessing leads generated through web site and company marketing functions
- Demonstrating software tools
- Qualifying and generating leads for EarthShift services and products
- Working closely with EarthShift consultants regarding business opportunities
- Contacting established customers to introduce new services and solutions to generate incremental opportunities for EarthShift products and services
- Accurately manage, track, and forecast revenue opportunities in CRM system
- Process sales orders and contracts, setup and manage EarthShift's web-based software licenses
- Manage End User License Agreements
- Attend conferences and client meetings

Candidate Requirements

- Two years inside sales experience with a consulting services or solutions firm preferably in the sustainability industry
- Exceptional telephone sales and interpersonal skills
- Experience using and presenting webcast tools
- Self-starter with a strong sense of accountability that takes initiative
- Ability to address customer service issues
- Bachelor degree required
- Experience with LCA and LCA software preferred

EarthShift has offices in Huntington, Vermont and Kittery, Maine. The position will require training and a presence in the Maine office but may include a personal office in the greater Boston area.

As an equal opportunity employer, EarthShift considers individuals for employment or promotion according to their skills, abilities and experience. We promote a diverse workforce and value employees of any background. EarthShift does not unlawfully discriminate on the basis of race, color, religion, gender, national origin, age, disability, veteran status, sexual orientation, or any other basis prohibited by law.