



Job Title: Inside Sales Representative
Department: Sales
Reports To: Inside Sales Manager

COMPANY OVERVIEW

Leave the shirt & tie routine at home and come work for a progressive energy services company offering natural gas and electricity services across the country. The energy industry is booming and XOOM is growing right along with it. The fact is, when you join XOOM Energy, the opportunities for professional and personal development have very few boundaries. We're looking for individuals that are **ready** for a challenge, **willing** to jump in and be a team player and **able** to make a difference.

JOB DESCRIPTION

This position requires a highly motivated and reliable sales person that understands the art of selling to small and medium-sized businesses all the way up to large commercial and industrial enterprises. The successful candidate will have a proven track record of achievement in B2B sales with above-quota performance. As a telesales representative working in a call center environment, you will be required to cultivate new sales from start to finish while maintaining a growing pipeline of new business in order to exceed sales quotas; all-the-while performing basic office functions as needed.

ESSENTIAL FUNCTIONS

- Generate new leads and close contracts for commercial electric and natural gas end-users
- Maintain client accounts to extend the business relationship after each contract term.
- Cultivate business relationships and manage workflow via CRM and CIS
- Effectively communicate with different departments to streamline sales cycle
- Consistently meet and exceed sales quotas as determined by manager
- Present price, credit and terms in accordance with standard procedures
- Educate customers about terminology, features and benefits of products in order to increase sales and customer satisfaction
- Market to new customers in accordance with company policy
- Maintain complete and accurate records with superior attention to detail
- Other duties as assigned

KNOWLEDGE, SKILL-SET & QUALIFICATIONS REQUIRED

- 3+ Years Inside Sales Experience
- Computer proficiencies must include CRM, CIS, Microsoft Excel, VOIP software
- HS Diploma minimum, BA/BS Preferred
- Excellent communication, presentation, and listening skills
- Creative and finely-tuned phone sales skills
- Proven track record of successful B2B sales
- Good team player within a target-driven environment
- Well-organized and thorough, even under pressure.

XOOM Energy is an Equal Opportunity Employer.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed are representative of the knowledge, skill and/or ability required.



- Ability to thrive in a small company environment and in a dynamic market where each week brings new challenges
- Energy, motivation, enthusiasm, and integrity are musts
- Must be able to sit for long periods of time
- Energy experience is a plus but not required

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Please send your resume to xoomcareers@xoomenergy.com

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