



## Small Business – Inside Sales Representative Nashville, TN

Are you a professional who has a solid background in building relationships and a passion for selling and providing best solution for customers?

We are hiring Inside Sales Representatives who have strong organizational, planning, and communication skills with a track record of building successful customer relationships in a transactional and relationship environment. An Inside Sales Representative is responsible for selling Dell products and services (via telephone, web, or email) to specified customer segments and ensuring a positive customer experience. This position offers you the opportunity to work in a merit-based environment and utilize your sales experience, while scaling your career into advance sales and/or leadership in a Fortune 50 company.

The Inside Sales Representative participates in a 4-week sales training program, where you will receive an in-depth training on our products the Dell sales model and our internal tools. During training you will gain hands on experience with the help of your assigned peer mentor, and by live coaching in the training queue. Additionally, you will have ongoing recursive training throughout the year that will build systematically increase your technical and sales skills.

### **What makes this exciting:**

- Responsible for driving 30-50 inbound/outbound calls and emails with the goal of selling to new prospects and/or upgrading existing customers' products and services.
- Maintain and build relationship while delivering a positive customer experience via the Dell sales model.
- Utilizes a strategic approach to identify, evaluate, and recommend business solutions considering customer needs and Dell interests.
- Sell Dell's full portfolio; Including desktops, laptops, servers, services and accessories to Small Business customers while improving revenue and margin generation.
- Engages cross-functional resources/ product specialist to meet individual client requirements.

### **How your experience will help you hit the ground running:**

- 1+ years of general sales or customer service experience
- Bachelor's Degree
- Effectively use software packages such as Microsoft Word, Excel, and PowerPoint
- Knowledge of computer hardware, software, & peripherals
- Demonstrate strong verbal and written skills

**BENEFITS:**

We offer highly competitive salaries, bonus programs, world-class benefits, and unparalleled growth and development opportunities — all to create a compelling and rewarding work environment.

**Why Dell:**

Dell provides the technology that transforms the way we all work and live. But we are more than a technology company — we are a people company. We inspire, challenge and respect every one of our over 100,000 employees. We also provide them with unparalleled growth and development opportunities.

From developing brand new accounts to driving expansion across existing accounts, our Direct Sales team transforms opportunity into action every day. Whether focusing on a geographical area, product line, industry, channel or market segment, their goal is the same: to develop relationships with the end-users of the organization and generate meaningful sales. They are the direct line between our ground-breaking portfolio of product solutions and the desks of satisfied customers.

**Why Dell Small Business:**

Dell Small Business Sales currently services over 1.5M Small Business across the U.S. Our goal by 2023 is to grow our revenue by \$2.5B, and we need strong sales people to help us get there! As an ISR you are responsible for developing relationships with Small Businesses and selling Dell products to meet their business needs. Join our growing team and help us change the face of Small Businesses!

**Equal Opportunity Statement**

Dell is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment. All employment decisions at Dell are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations in the locations where we operate. Dell will not tolerate discrimination or harassment based on any of these characteristics.