

Terryberry is looking for a competitive Inside Sales Representative to develop sales strategies and attract new customers. This role is focused on Inbound leads with fewer than 250 employees. You will respond to and manage leads from prospect to customer, source new sales opportunities, and close sales to achieve targets. You will play a key role in increasing income and revenue by managing and negotiating with clients, fielding and generating leads, and qualifying prospects.

## About Terryberry

We are Terryberry, the recognition and engagement company that ignites employee success. While we have been in the business of employee recognition for +100 years, we are entering one of the most exciting times of our history as we transition to an employee engagement SaaS led organization. We are headquartered in Grand Rapids, MI; with locations throughout North American and the UK. Are you interested in joining a dynamic growth company which has a real purpose?

Email your resume to [careers@terryberry.com](mailto:careers@terryberry.com)

### Responsibilities

- Secure new Terryberry customers
- Forecast sales, develop sales strategies/models and evaluate their effectiveness
- Evaluate customer needs and add value based on Terryberry's products and strategies
- Meet sales targets
- Research accounts, develop internal contacts, and follow through on growth and expansion opportunities
- Attend meetings, sales events, and trainings to keep abreast of the latest developments
- Report and provide feedback to management using financial statistical data
- Plan and track pipeline strategy using Salesforce

### Skills and Experience

- 2+ years' proven sales experience
- Track record of over-achieving
- Experience working with Salesforce or similar CRM
- Familiarity with different sales techniques and pipeline management
- Ability to utilize and leverage multiple technical sales tools including ZoomInfo and Outreach
- Extensive experience with PowerPoint, and other MS programs
- Excellent communication, negotiation, and interpersonal skills
- Highly driven, self-starting, and self-motivated is a must!