



alma

Inside Sales Representative

The Alma Team is seeking a hard-working **Inside Sales Representative**, residing in the Portland Office, to support our lead generation program for customer adoption. He/she will be Alma's first-line representation to potential clients through cold calling and emailing, as well as, follow up with warm leads generated through our marketing efforts. She/he will provide web-demos and additional team support as needed. The opportunity is contractual with strong potential for full-time salaried employment in the near future.

Summary of Responsibilities:

- Meet and exceed KPIs and appointment setting targets
- Utilize effective consultative-selling techniques including pre-call planning, effective opening, and productive questioning strategies
- Provide metrics-oriented reporting, call detail and itemized pipeline progress via Salesforce CRM
- Maintain expert Alma Product knowledge and integrate education industry knowledge related to current trends, emerging technologies, and competitors' solutions, specifically as it relates to teaching & learning
- Exhibit strong customer relations and presentation skills
- Demonstrate superb organizational skills and follow-up processes
- Work cooperatively, internally and cross-departmentally
- Enthusiastically embrace and complete additional duties as assigned

Qualifications:

- Sales experience or demonstrable aptitude towards selling
- Technologically adept, utilizing modern computer business systems
- Strong interpersonal skills and ability to thrive in a fast-paced, team environment
- Exceptional verbal, written and presentation skills
- Self motivated, with high energy and an infectious level of enthusiasm
- Openness and willingness to learn, accept feedback and evolve to fit our needs
- 4-year college degree (preferred but not required)
- Background in k-12 education is a plus
- Salesforce CRM experience a plus

Benefits:

Competitive compensation including equity options, flexible vacation policy, comprehensive medical benefits, and the tools/support to get the job done right.

At Alma, **we love what we do!** We are a team of entrepreneurs and educators. Each team member represents a critical piece in determining the success of our company. As individuals, we take ownership over our roles and responsibilities and drive them until they are done well. As a team, our solutions will have a societal impact. Accordingly, we operate with a tremendous amount of mutual respect and accountability. We are nimble, fast-paced, evolving and determined to make a difference.