

United States Jobs Expertini®

Digital Inside Sales Representative

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Company: Iron Mountain

Location: United States

Category: other-general

At Iron Mountain we know that work, when done well, makes a positive impact for our customers, our employees, and our planet. That's why we need smart, committed people to join us. Whether you're looking to start your career or make a change, talk to us and see how you can elevate the power of your work at Iron Mountain.

We provide expert, sustainable solutions in records and information management, digital transformation services, data centers, asset lifecycle management, and fine art storage, handling, and logistics. We proudly partner every day with our 225,000 customers around the world to preserve their invaluable artifacts, extract more from their inventory, and protect their data privacy in innovative and socially responsible ways.

Are you curious about being part of our growth story while evolving your skills in a culture that will welcome your unique contributions? If so, let's start the conversation.

Job Summary:

The Inside Sales Representative – Digital SMB is an inside sales position responsible for growing digital solution sales in an assigned book of existing Iron Mountain accounts. You will create and maintain solid relationships with your accounts and use a consultative approach to understand their current business goals and objectives and to leverage that knowledge to position and sell the appropriate digital solution. Bringing a passion for problem-solving and knowledge about all things digital at Iron Mountain, the Inside Sales Representative – Digital SMB drives the highest levels of customer centricity to enable IRM customers to achieve their digital transformation goals. Success in this role is measured by hitting and exceeding monthly sales quotas, consistently staying ahead of activity metrics, and ahead of

industry trends, all in a team-focused environment.

Responsibilities:

Prospect within a book of business to schedule remote meetings, identify customer requirements and map them to a solution.

Ensure consistent customer contact through a minimum of 125 dials and 10 scheduled customer phone meetings weekly; track all activity through Salesforce.com.

Be fully prepared on every sales call to be able to execute a sales plan. This includes pre-meeting preparation, sales call goal setting, overcoming objections, proper materials and resource execution, and a follow-up plan.

Proactive assessment of customer's current and potential digital needs to effectively position, expand/upsell opportunities and new sales plays for Digital offerings

Quickly gain knowledge of IRM digital product offerings through online courses, self-study and interactive assessments.

Partner with customer service, operations and the internal sales team to ensure a positive customer experience.

Receptive to feedback and uses it to improve sales and workplace performance.

Motivated to perform by increasing the product diversity offered to existing accounts; concentrating on finding avenues to generate increased sales from established accounts; and working to increase revenue by identifying additional products to complement what is currently sold to the existing customer base.

Leverages available analytical data such as CRM, SFDC and social media sites; and demonstrates a keen understanding of economic, financial, market, and industry trends in order to drive profitable growth.

Prioritizes and implements initiatives based on broader strategies. Demonstrates understanding of key industry trends and conditions.

Effectively exploring alternatives and positions to reach outcomes that gain the support and acceptance of all parties. Has a deep knowledge of customer's business, current macro- and microeconomic trends, industry trends, and potential new business opportunities.

Understands and influences a wide range of customer stakeholders.

Requirements:

Education: 4-year College Degree preferred

Experience: 2-4 years successful B2B sales experience.

Demonstrated success in selling digital solutions to senior level executives

Strong background and knowledge of digital transformation solutions, including digitization services, intelligent document processing, automation solutions, cloud migration services, content service platform solutions, sales process and solution selling

A self-starter, driven, with strong interpersonal skills.

Consistently hits or exceeds all metrics and sales targets each month, even under tough circumstances.

Strong time management skills. Ability to effectively plan for success and allocate the appropriate amount of time spent on various stages of sales cycle.

Manages sales pipeline effectively and accurately.

Solution-based and business-to-business sales experience. Technology Sales Experience a plus.

Understands the techniques required to develop, maintain and manage business relationships with clients and partner organizations in order to sell, implement and manage products/services and to identify new business opportunities.

Understands a potential customer's context through effective questioning and listening.

Business knowledge, insight, and understanding of business concepts, tools, and processes that are needed for making sound decisions in the context of the company's business; ability to apply this knowledge appropriately to diverse situations. Aligns unique insights to key customer priorities, reframing the way customers view their business.

Proven record of success in achieving and exceeding sales quotas and departmental

metrics.

Proficient in Gmail, Google Drive, Google Slides and Excel

Proficiency with CRM and sales management tools.

What We Offer:

Competitive base pay

Uncapped commission

Bonus Structure after exceeding annual quota

Company Sponsored Insurance: Medical, Dental, Vision all start on Day 1

PTO time: all employees start at two weeks of vacation time, plus additional sick/personal time and floating holidays

Additional time off for community service, bereavement, and jury duty available

Available: 401(k) with match, Life Insurance, Short term Disability, Flexible Spending Account, Education Reimbursement, Working Advantage discounts

Employee Resource Groups

Advancement opportunities

Hours: Monday through Friday with a full weekday schedule

Compliance Obligations:

It is the responsibility of every Iron Mountain employee:

to comply with all applicable laws, rules, regulations, and company policies

to exhibit ethical behavior in accordance with our Code of Ethics and Business Conduct

to complete required training within the allotted time frame

Reasonably expected salary range: \$48,600.00 - \$60,800.00 + commissions. Category: Sales

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