

Description:

Enwisen is the leading provider of Software-as-a-Service solutions that help employers improve the delivery of HR services with fewer resources and lower costs. Customers typically reduce their annual HR cost-per-employee by 20-40% with the AnswerSource HR Service Delivery suite, including solutions for Onboarding, HR Shared Services, HR Knowledgebase/Portal and Total Rewards Statements. Headquartered in Novato, CA, Enwisen is an Equal Opportunity Employer.

We offer a competitive benefits package with paid vacation, holidays and sick leave; employer-paid employee health, dental, life & AD&D, LTD, and vision insurance coverage; and voluntary plans, including FSA, voluntary life and 401(k) with employer match.

Duties:

The Inside Sales Representative is primarily responsible for generating new business by following up on inbound marketing leads, qualifying these leads and setting up meetings for the Regional Sales Managers with qualified prospects. We are looking for individuals with the following qualifications to call on enterprise accounts

Qualifications:

- 1+ years solid technology inside sales background with proven history of quota overachievement (HCM, SAAS or web related software preferred)
- Excellent verbal (phone) and written (email) communication skills
- Strong listening skills
- Strategic sales capabilities that include a high comfort level communicating with all levels of prospect organizations balanced with tactical skills for a fast-paced, high volume lead follow-up and qualification environment
- Proven ability to cold call, qualify leads effectively and set up meetings for the enterprise sales team (via phone and email)
- Establish and maintain a strong working relationship with assigned Regional Sales Manager(s).
- Ability to build strong rapport, establish trust and credibility through a consultative approach, and balance assertive sales follow-up without being overly aggressive
- A self-starter who can effectively work within a strong team culture
- Time Management skills -- able to manage multiple priorities effectively
- Salesforce.com experience a big plus

Preferred:

- Knowledge of HRMS/HRIS applications and HCM terminology a big plus
- Bachelor's degree

Please send resume and cover letter to:

Peter O'Keefe
Manager, Talent Acquisition
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