

CAREER OPPORTUNITY



20 N Wacker Dr., Suite 2044
Chicago, IL 60606
www.anylogic.com
312.635.3344

Inside Sales Specialist

Opportunity:

AnyLogic, the leader in multimethod simulation and modeling technology, is expanding its sales team in Chicago, IL. We are looking for a highly motivated self-starter Inside Sales Specialist with a strong desire to succeed and assist in driving revenue growth. As an Inside Sales Specialist, you will have the opportunity to significantly influence the business by maintaining a high degree of customer satisfaction, selling to new clients, up selling to existing clients and generating revenue for the company by successfully articulating our value proposition.

The Inside Sales Specialist will make outbound calls to qualify and promote AnyLogic's Software solutions. This individual will work closely with sales, marketing and operations in "monetizing" marketing programs by calling and qualifying leads from marketing campaigns and responding to inbound calls and e-mail requests. The successful candidate will be capable of making "cold calls" and have the ability to establish and cultivate business relationships.

Responsibilities: (included but not limited to):

- Qualify and follow up with inbound inquiries produced from marketing and lead generation campaigns to ensure that valuable sales time is focused on high probability leads
- Fulfill inquiry requests for quotations and general information from customers as required
- Research and qualify new business leads with the assistance of marketing via online research and initiate contact with potential prospects
- Manage customer satisfaction and problem solving with direct customer communication.
- Upsell to existing clients by pro-active communication
- Perform intelligence gathering on cold prospects
- Work with marketing to prioritize efforts, refine selling strategies and share results
- Support all sales and marketing initiatives to grow sales from new prospects/clients
- Track all calling efforts using Salesforce.com and work with the marketing team to assess the Return on Investment (ROI) of campaigns
- Ability to report to management or team at any time relative to clients and customers???
- Participate in marketing activities including but not limited to trade shows, training, and conferences

Minimum Requirements:

- Exceptional verbal and written communication skills
- 2 - 4 years Business to Business inside sales experience in a professional environment (1-2 years selling technology solutions - ERP, CRM, Business Intelligence, Infrastructure, Custom Development, etc.) desired
- Must possess impeccable confidence conversing via phone and email
- Decision making, problem solving and creative thinking skills
- Highly proficient in Microsoft Office, and Salesforce.com is a must
- Ability to work autonomously and be self-motivated

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- Intellectual curiosity
- Track record of over-achieving
- 4 year college degree required

You have worked hard to get where you are today and now you are ready to exploit your skills, talents and personality to achieve amazing results. This is your opportunity to work for one of the most innovative software companies in the world and in doing so interact with some of the most influential organizations and brilliant people in the world – our customers.

Location Street Address: 20 North Wacker Drive, Ste. 2044

City: Chicago

State: IL

Position Type: Full Time

Job Type: Experienced

Degree Required: Bachelor

Travel Required: 25% Max