

Inside Sales Account Executive

81,000+ Annual OTE

Salary: 45,000

Uncapped Monthly Commissions avg \$3000 per month

Weekly Cash Spiffs

Company Paid Lunch Weekly

Company Paid Sandler Sales Training

COMPANY OVERVIEW

RingPlan is a new and exciting cloud-based, premium business phone and communication platform. Headquartered in Poway, RingPlan provides organizations a central hub that unifies their communications to save time and money. Since 2004, parent company ZTelco has been serving the business community with GREAT products and has nurtured a GREAT work environment. We hope you are the next candidate we welcome to our growing team.

JOB SUMMARY

As an Account Executive at RingPlan, you are the leader of a team. The Sales Specialist will schedule demos for you, and you are responsible for the sales process from there on. You will be performing online demonstrations, building rapport and closing new business monthly. The Account Executive is responsible for maintaining a consistently performing pipeline. Each team has a monthly sales target and the Account Executive is responsible and compensated for consistently reaching that target.

Shift 8:30am-5:30pm

*Onsite only

Company Name:

RingPlan www.ringplan.com

Job Location:

12585 Kirkham Ct.
Poway, CA 92064

RESPONSIBILITIES:

- Maintain monthly revenue target.
- Provide online demonstrations to prospective clients
- Become an expert on the RingPlan product.
- Generate new business via outbound calls and emails
- Lead by example and not afraid to cold call.
- Maintains an accurate and updated CRM with accurate forecasting.
- Regular attendance to company provided Sandler Sales Training.

REQUIRED QUALIFICATIONS:

- Minimum 2 years of experience in inside sales, preferably software.
- Experience meeting and exceeding quotas.
- Experience making cold calls.
- Have a positive attitude, strong work ethic and lead by example.
- Must be able to pass a background check

PHYSICAL REQUIREMENTS

- Prolonged sitting at a workstation utilizing a computer, keyboard, mouse, desk phone, printer, scanner, and copier.
- Frequent standing, walking, reaching, talking, typing, calculating, printing, writing.

How To Apply:

- Email your resume to careers@ringplan.com
- Feel free to come by our office Tuesdays and Thursdays from 1-4 PM to apply in person. Please bring a mask.

Citizenship/Visa Requirement US Citizen/US National/Perm Resident/ Asylee/Refugee

RingPlan is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, religious creed, gender, sexual orientation, gender identity, gender expression, transgender, pregnancy, marital status, national origin, ancestry, citizenship status, age, disability, protected Veteran Status, genetics or any other characteristic protected by applicable federal, state, or local law. If you need assistance or an accommodation while seeking employment, please email or call (858) 565 - 2155 x 725. Determinations on requests for reasonable accommodation will be made on a case-by-case basis. Please note that only those inquiries concerning a request for reasonable accommodation will receive a response.