

Inside Sales Specialist

50,000+ Annual OTE

Uncapped Monthly Commissions avg \$800-\$1000 per month

Weekly Cash Spiffs

Company Paid Lunch Weekly

Hourly \$15-\$18

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

We are looking for dynamic, high-performing, and hardworking individuals to join our expanding inside sales team. The ideal candidate is excited to pursue a career in sales and has done their research on what makes an outstanding salesperson. A successful Sales Specialist has exceptional communication skills, loves the thrill of the hunt, and is determined to succeed.

Sales Specialists are the “tip of the spear” of the RingPlan sales process and spend their days cold calling into business in the top 20 US markets.

Shift 8:30am-5:30pm

*Onsite only

Company Name:

RingPlan www.ringplan.com

Job Location:

12585 Kirkham Ct.
Poway, CA 92064

Now Hiring: Inside Sales Specialist

Sales Specialists are measured by their number of completed demonstrations each month. Our successful team model is based on a seamless hand-off of qualified leads to our Account Executive team. Success in this role is obtained by hitting and exceeding monthly goals, consistently staying ahead of daily metrics all in a team-focused and fun environment.

The ultimate goal in the Sales Specialist is to graduate into a full cycle sales role as an Account Executive.

Key responsibilities include reaching out to businesses with the goal of setting up a scheduled demonstration of Ringplan and its features. Daily communication through phone, LinkedIn and email are essential. The ideal candidate thrives in a fast-paced, money motivated and dead-line driven environment

RESPONSIBILITIES

- Clearly articulate the RingPlan value propositions to potential customers over the phone using our auto dialer. No more dialing, leaving voicemails or waiting for the prospect to answer.
- Follow the company LinkedIn engagement strategy.
- Tenacious follow up via phone, LinkedIn and email
- Participate in assigned team functions and competitions.

REQUIRED QUALIFICATIONS:

- No previous sales experience necessary.
- No degree required.
- Excellent time management skills.
- Excellent verbal, written communication and customer service skills with the ability to understand complex customer requirements.
- Ability to manage multiple projects efficiently, accurately and prioritize deliverables to meet timelines.
- Intermediate to advanced knowledge of multiple software applications; Gmail, Word, Outlook, Power Point, and Excel spreadsheets a must.
- Must be self-motivated with strong organizational and problem solving skills.
- Must have the ability to prioritize and self-direct work flow in a way that enables them to consistently meet strict deadlines in a moderate to fast-paced environment.

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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.