

Inside Sales Representative

Enseo

For more than 20 years, Enseo has been known as the backbone of the hospitality in-room experience. The company's superior products, including set-back boxes and applications, are preferred by the world's largest hotel groups. Enseo is a dynamic and fast-paced technology provider that is transforming industries with emerging digital products. We are always on the lookout for world-class talent with a passion for exceeding expectations. Is that you?

General Description

Our Inside Sales representative will be selling the very best product in the industry. Enseo's leading-edge technology is on the Most Wanted list by the biggest brands in the world. This is a challenging position for someone passionate about building new relationships, working with customers and internal teams, and driving growth.

Skills

- Do you possess excellent verbal communication?
- Are you results-driven and don't stop until you reach your target?
- Do you have previous phone sales experience with zero call reluctance?
- Is good technical acumen and organizational skills part of your DNA?
- Can you pay attention to detail while following up and following through on sales opportunities?

Responsibilities

- You will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives.
- You will spend 100% of your time on the phone contacting potential customers/hotels to offer Enseo products and services.
- You will work with marketing, product management, and sales managers to follow a successful and targeted sales strategy.

Benefits

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive pay and an extensive benefits package including paid time off, medical, dental and vision benefits. Plus, we work to maintain the best possible environment for our employees and strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture.

Enseo is an Equal Opportunity Employer.

We celebrate diversity and are committed to creating an inclusive work environment for all employees.

Please send resume to Katy Ericson, Vice President of Human Resources at kericson@enseo.com