



Inside Sales Representative – Job Description

Are you looking to work for a small, growing company where you can make a difference within the organization and in the lives of millions of children? Are you interested in representing educational products that help children to learn?

AWE is hiring an experienced, innovative, outgoing individual with a proven track record of achieving and exceeding sales and revenue goals. AWE's digital learning solutions for early learning provide users an engaging and interactive educational experience that assists in school readiness, academic remediation and enrichment.

The **Inside Sales Representative** is responsible for teaming with field sales account executives to generate and qualify new business opportunities as well as work with our existing customers. The ideal candidate has prior experience in Customer Service and Telemarketing Sales. A background in Early Childhood Education, literacy, and/ or public libraries is helpful. This person will be responsible for working as a cohesive and dynamic team member. They will partner with field sales to achieve sales and revenue goals for an assigned territory by developing and building long-term relationships with customers.

Qualifications

- Bachelor's Degree required
- 2+ years inside sales experience
- Demonstrated history of goal achievement
- Prospecting and closing skills
- Software sales or sales of educational materials experience is a plus
- Preference given to candidates with public library experience
- Knowledge of sales principles and practices
- Strong written and verbal skills; demonstrated proficiency in typing and grammar
- Problem solving skills
- Ability to multi-task
- Knowledge of relevant software computer applications and equipment
- Experience with using a Customer Relationship Management System (CRM System)
- Customer service acumen
- Desire to exceed goals

Duties & Responsibilities

- Team sell and collaborate with field sales to develop and implement a territory sales and marketing plan to close sales and meet revenue budgets by proactively addressing every step in the sales cycle.
- Work with field sales account executives to generate leads, proposals, quotes, bids, vendor applications, and orders.
- Drive new business to foster growth within the territory. Renew, retain and expand existing business using phone, email and social media.
- Proactively call key target opportunities to initiate interest and log calls and notes into our CRM system.
- Create several pitches that will be used to engage customers on the phone.
- Work with a Field Sales Representative(s) to build territory strategies, account plans, and generate lists of target opportunities
- Build and maintain an opportunity pipeline that supports monthly, quarterly, and annual goals.
- Move opportunities from initial contact through to close.
- Update team with daily and weekly results, and overall outcomes.
- Daily manage the territory plan and all activities through the Company's CRM system.

About AWE Acquisition, Inc. (AWE)

AWE Acquisition, Inc. (AWE) is the leading provider of digital learning solutions for young children in Public Libraries across the United States. Our solutions are found in 47% of Public Libraries and we have served over 190 million learning hours to children. AWE is based just south of Philadelphia in Chester, PA. We are located along the Delaware River waterfront in a historic, renovated electrical power plant that is now a full-service office building. Amenities include free secure parking, on-site cafeteria, and free gym access for all employees. This position will work from AWE headquarters. Learn more at www.awelearning.com

Salary & Benefits

This is a full time salaried plus commission position. We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive compensation and benefits package including paid vacation, medical benefits, and future growth opportunities within the company. To learn more about us, please visit our website at www.awelearning.com.

If you are interested in applying for this position, please submit your resume or CV, cover letter, and salary requirements to Deborah Sorgi at sorgid@awelearning.com.

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