

Position Title:	Inside Sales Representative	Position Type:	Full Time
Reporting To:	VP, Marketing and Business Development	Compensation:	Salary
Expected Travel:	0%	Position Location:	Markham, ON or Chicago, IL only
Education Desired:	BA or equivalent	Experience Desired:	At least 5 years
Post Date:	March 24, 2011	Close Date:	On-going

Job Description:

Longview Solutions

Longview Solutions provides corporate performance management (CPM) and tax provisioning software that leading companies such as Trustmark, Time Warner, Home Depot, Eaton, Welch's, and Integrys use to drive performance with speed, visibility and financial integrity. Since 1994, many of the world's most respected companies have been using Longview to create a single repository of financial truth from which statutory consolidation, management reporting, financial close and XBRL reporting, financial planning, modeling, analysis, budgeting, forecasting and tax provisioning and reporting can be performed quickly and accurately, enterprise-wide. Longview is an Exact company headquartered in Toronto, Canada with additional offices in Philadelphia, Chicago (USA) and London (UK).

Position Overview

The Inside Sales Representative (Existing Business) at Longview Solutions is responsible for nurturing inbound leads, working with the Account Management organization to generate new leads and assisting with the development and execution of customer-specific marketing programs and events.

Summary of Responsibilities

- Qualify assigned leads from various sources including webcasts, web inquiries, and call-ins within 24 hours of inbound response and nurture leads until such time it is deemed a "pipeline" opportunity
- Create new leads through proactive outbound cold calling into targeted customer accounts and contacts as jointly defined by the account owner and the Inside Sales representative
- Understand the job responsibilities of our target customers and their business challenges and be able to communicate how Longview can help them solve their business challenges.
- Understand and be conversant on the competitive positioning of Longview versus other providers in our market
- Be conversant on relevant Longview customer stories, how they use Longview and the types of results they have achieved
- Establish proficiency with Longview's CRM tool and ensure information is current and accurate
- Work in concert with Marketing to initiate lead generation campaigns and provide feedback on leads generated through past campaigns.
- Develop working relationships with Account Executives to understand their territory, territory management approach and keys to success

- Suggest innovative approaches to increasing the number of qualified leads
- Meet and exceed preset quarterly targets consistently

Skills Requirements

- Proven successful inside sales experience ideally calling into Fortune 1000 organizations
- Experience handling large volume of calls and contacts
- Able to navigate internally within organizations to connect with decision makers and be comfortable calling and dealing with mid to C level executives in the Finance and Tax functions
- Possess high energy, maintain a persistent mind-set, enthusiasm, and be extremely goal oriented
- Possess a professional business manner, excellent telephone communication skills
- Excellent verbal, written and interpersonal communication skills
- Must have the ability to communicate complex technology and value propositions and have a general understanding of finance and accounting principles related to planning, budgeting, forecasting, consolidation and tax provisioning
- Must be a self-starter able to organize and prioritize work independently, with minimal supervision
- Must be familiar with standard Microsoft Office software and have good computer skills
- Must have a Bachelors degree
- Ability to speak French and/or Spanish would be considered a definite asset