



Job Title: Inside Software Sales

Job Type: Permanent

Based: Boston, MA (South End)

Ve Interactive is a leading provider of performance-based e-commerce solutions for web businesses trying to sell more products and services online. Our award winning VeCapture shopping cart abandonment software is quickly becoming the industry standard.

As an inside sales representative (OEC) you will be working on a sales team responsible for the sales and account management of customers in the team's industry sector. You will have targeted accounts to prospect and will be responsible for getting buyers to say yes, having them implement Ve Capture and then account management. This is performance based software – all Ve Interactive revenues are commission-based from making additional sales for our growing customer base.

#### Primary Responsibilities

- Identify qualified sales prospects and contact these and other accounts as assigned.
- Present and sell VeCapture software to prospective clients.
- Gaining a clear understanding of customers' business and requirements.
- Prepare presentation and proposals.
- Establish and maintain current client and potential client relationships

This is an inside sales role. Candidates should enjoy a team structure, working in an office environment conducting sales by phone and email. Ideal candidates have a general knowledge of e-commerce or digital marketing and have a minimum of 2 years sales experience.

**Compensation:** Ve Interactive offers a compensation package between \$50,000 - \$75,000 in year one.

**Hours of Work:** This is a full-time employment opportunity.

#### Knowledge and Skill Requirements

- Excellent communication skills.
- Self-starter; candidate must enjoy working in a sales environment
- Good presentation skills; knowledge of MS Powerpoint and web conference solutions
- B2B sales experience preferably in an environment of cold-calling and self-generated leads.
- Past experience with affiliate networks, online advertising is a plus.