

Job Posting: *Inside Sales Representative*

ABOUT US

VistaVu Solutions is a leading business management software provider that has the industry experience, tools, and tailored software solutions to help energy service companies better manage their business processes and grow profitably. We are currently one of the top SAP software providers to the oil & gas industry in North America. As a team, we're dedicated to helping our customers become more efficient so they can effectively manage their business management processes and accelerate profitable growth.

OUR PURPOSE

Our purpose is to make good energy service companies great. We do this by driving efficiencies through these companies with our industry relevant software and our award winning staff.

OUR GOAL

We are proud to have already become the dominant SAP provider for small to mid-sized enterprise oil and gas product/service companies in North America. Our goal is to be the most dominant in the world.

We need you to help us get there through VistaVu's continued growth strategies.

ROLE DESCRIPTION

Job Title: Inside Sales Representative

Location: Houston, TX

Department: Business Development

VistaVu is currently recruiting an Inside Sales Representative for our Houston office. Reporting to the Director of Business Development, we are searching for an individual to develop our top revenue strategic accounts.

The Inside Sales Representative will be responsible for the acquisition of new prospective account appointments through C-level cold-calling, administration of marketing initiatives, and consistent development and management of the VistaVu sales cycle process.

ROLE RESPONSIBILITIES

- Weekly call volume
- Daily schedule administration to include coverage of entire sales team
- Ongoing communication with the Marketing department to ensure integration of the annual Marketing plan as it relates to Sales team activities
- Work closely with the Sales team to provide updated scripting scenarios for best practice cold calling
- Assistance with maintenance of account documents on the shared sales drive

- Work closely with all Account Executives and Account Managers to provide specific calling initiatives by qualification requirements
- Scribe administration of all sales meetings
- Responsible for keeping all prospect and client information current on SAP CRM

CANDIDATE REQUIREMENTS

- Proven track record of communication, collaboration and sales at the C-suite level
- Must have 3+ years experience and a proven track record in Sales Qualification Management
- Acute business acumen to understand customer requirements and business processes is required
- Experience in Direct Sales to existing account base; including but not limited to professional services and software license sales
- Oil & Gas industry knowledge is required
- ERP knowledge is required

If you think this is a role that you would be successful in performing, please send your resume with '**Inside Sales Rep - Houston**' in the subject line to roy.garcia@vistavusolutions.com.

Thank you for your interest. Only candidates selected for an interview will be notified.