

Inside Sales – NYC

IPM is a NYC based IT consulting firm recognized as the go-to partner for assessment, design and implementation of leading edge technologies. Working at IPM means becoming part a nationally recognized organization continually breaking new ground. In business over 25 years, the firm has a solid understanding of industry trends and maintains a fresh perspective on the ever-changing face of technology. From competitive benefits and salary packages to regular socials and events, the firm promotes a work-hard, play-hard environment.

The firm employs the industry’s brightest professional services team and boasts an average tenure of nearly a decade. Since IPM encourages independent thinking while cultivating an “all hands on deck” attitude, employees are continually challenged and rewarded for contribution. IPM believes in a fulfilling work-life and fosters a relaxed, familial atmosphere where both personal and professional growth are encouraged.

Position Description: Inside Sales works in partnership with client managers to drive revenue through new account development and new opportunity identification. The inside team support sales efforts through the following activities:

- Drive attendance to events, confirm attendance, post-event follow-up
- Create target lists for campaigns
- Execute vendor blitz and call campaigns
- Secure and coordinate meetings for outside team
- Develop product quotes
- Review and edit client facing documents
- Submit and track vendor deal registration
- Utilize CRM to track activities and opportunities
- Work closely with sales operations to up sell maintenance
- Maintain vendor product knowledge through sales certifications
- Work with vendor inside sales teams to generate leads

Desired Skills & Experience:

- Recent graduate interested in pursuing a career in sales
- Strong communication skills – both written and verbal
- Detail oriented self-starter

Send CV/resume to careers@ipm.com