



About Company:

Konexial is headquartered in Knoxville, Tennessee, and is proud to offer 100% US-based customer support. Konexial has remote offices in Tennessee, Georgia, Texas, Argentina, and Spain.

DriveLife is our Konexial motto. LiFE stands for Living intentionally for Excellence. The “i” is lowercase because WE are a team focused on serving others-not ourselves.

The Company’s mission is Creating Superb Transport Technology: Intuitive, Easy, Connected, Secure and Affordable.

- Proven Supply Chain/Logistics Leadership Team
- Humility, Integrity, Professionalism
- Speedy, Agile Development

Job Description – Inside Sales Representative

The Inside Sales Representative (ISR) is an associate-level sales position who is primarily responsible for inside sales account lead generation, qualification, prospect relationship, social media marketing initiatives, increasing revenue and profit, and building the highest levels of customer satisfaction.

This position serves as the primary service contact for clients, requires a hunter mentality, and is responsible for client satisfaction, including some strategic planning responsibilities. This position is expected to consistently provide excellent customer service and leadership to accounts, as well as represent company goals within the organization to ensure quality.

Expectations/Responsibilities

- Daily attention to detail regarding:
 - 100% focus on net new business through client engagement on the phone, email, zoom calls, in person, etc. and will have support closing leads in the first year
 - Metrics will be based on lead generation, response time, qualified leads in the pipeline, closed sales
 - Lead generation comes through their marketing team, and s/he will also hunt & find their own leads (quality of lead measured by demo completion) and documenting prospecting efforts within CRM tool
 - Ideal client = Owner/Operator, Fleet Manager, Dispatcher, Safety or Compliance Manager
 - Handling of all prospect/customer lifecycle from prospecting to initial discovery, proposal development, negotiating, closing
 - ISR will be responsible for building and maintaining a qualified pipeline.



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- Proven history of identifying, opening, and growing accounts.
- Able to speak to the multiple value propositions delivered by the company's products and services, depending on the audience and their needs.
- Ensure customer satisfaction and customer retention through consistent, productive account calls
- Be responsible for upselling programs, services, and value-added products to the current customer base
- Develop/qualify inbound leads within specified new potential customer segments in your assigned region
- Learn and execute proven processes to generate new sales opportunities by focusing on qualifying marketing-generated demand leads and utilizing outbound tactics to generate sales demand with targeted accounts
- Qualify new business primarily through inbound emails, leads, and calls from potential customers, developing high-level conversations with senior executives to target broader sales opportunities and generate sales growth
- Manage and maintain a pipeline of interested prospects that have not purchased from the company in the past and are identified as new customer acquisitions
- Represent the company by consistently demonstrating the understanding and modeling of the company's mission and values
- Stay abreast of and learns about all new technical applications, products, programs, and services available to customers in the territory and for applying or utilizing them whenever appropriate or timely
- Align the overall corporate solution to the customer's business needs, challenges, and technical requirements
- Strong interpersonal and communication skills: writing, editing, and presenting
- Increase pipeline through demand generation and targeted campaigns to the install base accounts
- Collaborate with the Field Sales team on sales strategy

Ideal Candidate Requirements

- Bachelor's degree
- Proven track record of closing sales to meet/exceed quota
- Prior experience successfully working in a metrics-driven environment
- Ability to multi-task, prioritize, and manage time effectively
- Strong communication (verbal and written) and relationship skills
- Intermediate level using Microsoft Office products or Google Product Suite. Especially Excel, Word, and PowerPoint. Proficient in the use of email, calendar, and CRM systems to track customer interactions. Experience using Slack, Zoom, and web/app-based systems is a plus.
- Proven track record of consistently meeting or exceeding assigned annual/quarterly goals and targets
- This individual will report to the Vice President of Sales



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