



---

## Inside Sales Representative

We're looking for a charismatic, energetic, and strategic Inside Sales Rep for our Boston Office. This position is critical to our international growth and strategy, and the candidate would have the opportunity to help shape the future of global Sales at MobileAware.

### Responsibilities:

- Create international territory development plan to create target accounts for cold calling, together with field sales and marketing
- Make Outbound calls to targeted sales prospects
- Conduct designated outbound sales & marketing campaigns
- Research and profile targeted companies to identify key contacts
- Qualify inbound sales calls/leads and distribute them to the team
- Act as a central point for all web inquiries
- Document outbound customer activities and efforts

### Skills/Requirements:

- Bachelor's degree
- Entry level to 3 years ISR experience
- Excellent written and verbal communication skills (this includes the ability to confidently articulate company strategy and sales plan)
- Some International sales experience
- Foreign Language skills
- Successful prospecting & lead generation history
- Enthusiastic, competitive attitude with demonstrated work ethic
- Ability to work successfully in a team-based environment, as well as independently
- Strong technical aptitude
- Experience with working in a small company with willingness to take on many different tasks as they arise
- Ability to grasp complex technology solutions and maintain an understanding of our marketplace including competitors

Please send your resume to [jobs@mobileaware.com](mailto:jobs@mobileaware.com).