

## Inside Sales Support – Remote

Boundless is looking for a savvy promotional product professional for a full time role. This Inside Sales role will be part of a stable and growing team which utilizes technology to streamline many of the infrastructure requirements to support a rapidly expanding promotional sales team. The ideal candidate will have a desire to learn, a positive attitude, and be able to function in a fast-paced environment. This role will report to the Account Managers.

### Essential Functions

#### Consultative & Relationship Selling

- Assess client needs and identify products and solutions
- Work with client to gather project details
- Work with Vendors with virtual, specs
- Develop quotes and proposals for team
- Enter and manage orders
- Provide and manage ongoing reports

#### Turn Transactional Customers into Long-Term Accounts

- Convert new prospects into repeat customers: Stay in touch, set reminders to say hello, etc.
- Help drive portal adoption (share other product options in addition to what they're shopping for)
- Help Account Managers identify new prospects inside existing accounts

### Job Specifications

- Relevant promotional product industry experience
- Creative, natural problem solver, with strong analytical skills
- Team-player and strong communicator, with proven ability to effectively collaborate with Vendor Base
- Self-motivated to meet project deadlines
- Demonstrated ability to prioritize and make independent judgments
- Quick learner with proven ability to learn new applications
- Strong computer skills and proficiency in Microsoft Excel
- Graphic design skills preferred (i.e. proficient in Adobe Suite)
- Basic knowledge of CRM Salesforce

- Ability to handle multiple daily tasks; adapting to different job functions as required
- Great Attitude!

At Boundless we welcome all applicants regardless of gender identity or expression, sexual orientation, race, religion, age, national origin, citizenship, pregnancy status, veteran status, or any other differences.