

Noribachi is seeking a motivated and ambitious individuals to join our dynamic sales team. For the **Inside Sales Position**, you will report to the Director of Sales and Vice President of Business Development. Candidates must be a motivated self-starters capable of delivering results, be hands-on, results-oriented, and metrics driven. The ideal candidate will be qualifying leads and prospecting target accounts. The individual will also be responsible for setting up introductory meetings for these target accounts.

Responsibilities:

- Meet or exceed monthly, quarterly & annual quota.
- Identify, process, and qualify leads into sales opportunities.
- Develop qualified leads by researching, profiling, cold calling, and networking targeted companies & contacts.
- Manage a large and growing database of leads in the Noribachi CRM system, efficiently processing all opportunities, tracking, reporting and maintaining them until they are established in the sales pipeline.
- Transition qualified leads to the appropriate regional Business Development Manager.
- Ensure that each customer receives outstanding service by maintaining solid product knowledge and all other aspects of customer service.
- Providing product quotes as required.

Qualifications:

- Bachelor's Degree in Business or related discipline preferred.
- Works well collaboratively and independently
- Exceptional people skills
- Are polite, yet aggressive
- Have a positive, can-do attitude
- Self motivated to compete tasks with dexterity and poise
- Excellent verbal and written communication skills
- Excited to learn new things and take on challenges

Compensation:

- DOE + Commission