

Inside Sales Specialist

BlueRidge IT- Dubai Silicon Oasis (United Arab Emirates)

Job Description

We are currently seeking to hire a self-driven Inside Sales Specialist to join us and be responsible for lead generation and opportunity development for a leading Cloud Software Infrastructure Consultancy. As an Inside Sales Specialist, you will be responsible for helping our sales team identify sales opportunities in an industry with heavy demand, but equally heavy competition.

You will be working with BlueRidge IT's clients to ensure a smooth sales process and demonstrate excellent customer services and professionalism while also making sure to follow up with our existing customers for feedback and any input on new requirements. Thus, developing not only new leads in the SMB and Mid-market space, but seeking opportunities to bring additional value to our current installed base of customers.

You will be mentored and trained by a senior sales development professional. If you possess excellent communication and customer service skills, backed by strong sales acumen with the ability to learn and explain our products, and be able to address client questions and concerns to make the sale, then this is the job for you.

Duties:

- Working with sales teams to generate key target opportunities in SMB and MM space
- Establishing communication with clientele to understand their requirements, identify unforeseen sales opportunities and create rapport both in person and online.
- Developing leads and referrals. Researching clients, identifying key decision makers, and fostering interest.
- Becoming Up-to-Date on our cloud and software as a service solutions so as to inform and advise clients and address their queries. Recognize complex technical queries meant to be escalated to consultants.
- Becoming knowledgeable on competing products and services so as to position value proposition, preference, and the strengths of our solutions.
- Working with the marketing team on outbound campaigns, and the qualification and conversion of leads to opportunities.
- Creating and maintaining a database of existing and potential customers.
- Achieving quarterly sales quotas and participating sales operations reviews from early stages to deal closure.
- Responsible for customer follow-up and periodic satisfaction checks of support services.
- Use excellent oral communication with clients and best practice standards in customer service.
- Support sales team with finalizing appropriate sales documentation; quotes, RFI/RFP Statements of Work, Purchase Orders, Licenses & Software authorizations.

- Drive maintenance renewal business with partners & customers.
- Other core expectations as defined and requested by your direct supervisor/manager and sales leadership.

Requirements:

- Must have excellent English written and verbal skills.
- Verbal and written skills in Arabic is big plus, but not mandatory.
- Bachelor's degree in associated field.
- Excellent phone and cold calling skills. Strong listening and sales skills with the ability to establish rapport.
- Proficient knowledge and ability in Microsoft Office and CRM software.
- Potential to gain a working knowledge of social media tools and marketing.
- Excellent communication skills, both verbal and written.
- Possess excellent customer service skills.
- Previous experience in an outbound call center, or a related sales position, is a bonus.
- Good organizational skills and the ability to multitask.

Benefits:

- Competitive Salary.
- On-the Job Training, skills development, and entry into the sales world.
- Opportunities for future growth within the organization.
- Flexible working environment.

Company Description

BlueRidge IT is a technology solutions provider specifically focusing on Microsoft Cloud Solutions. These include Microsoft 365, PowerApps, Power Platform, PowerBI, Microsoft Azure, Enterprise Mobility Suite, SharePoint, MS Dynamics 365 and Microsoft EPM. We hold Gold Competency indicating Microsoft's recognition of our expertise with their technologies and our proven record in surpassing customers' expectations.

Our staff have a passion for technology and specialize in providing consultancy and cloud solutions to organizations of all sizes, including but not limited to Healthcare, Oil and Gas, Government, Education and Professional Services.

What We Strive For

Mission & Vision

To provide our clients with innovative, secure, always up to date, and cost-effective information technology transformation solutions that bridges the gap between Technology and Business.

Our Values

We are passionate about what we do...by providing our clients with the tools to maintain and embrace transformation, and we always steer away from procrastination tactics or ones that build consultant dependency.

Our Niche

Deliver compelling business benefits to any organization seeking to improve their IT department's prowess, enhance their skills and agility, reduce risk, and improve service levels and lower costs.

What We Do

Cloud Migration

As a Microsoft Gold Partner and trusted Cloud Advisor, we help organizations embrace cloud-based Solutions such as Office 365, Windows Azure, Windows Intune, EMS, CRM, and Dynamics 365. We handle everything on Microsoft Cloud. This includes Licensing, Hosting, Deployment, Migration, Operations and Support.

Application Deployment

We create and deploy mission-critical business applications that scale with our customer's business and growth objectives. We provide hosted or on-premise application deployment services such as PowerApps, Power BI, PowerAutomate, Enterprise Project and Portfolio Management Solutions, Microsoft Dynamics ERP & CRM, SharePoint Services, and powerful Azure websites and web apps.

Managed Services

As a Trusted Cloud Advisor, we offer complete IT service management solutions supporting all our customers IT Infrastructure needs. Systems are monitored and supported both remotely and locally 24/7 by our managed IT services team while ensuring efficient operation with flexible offerings like Microsoft Azure, Office 365, Dynamics 365 and more.