

Inside Sales

Albany, NY

[Osprey Compliance Software](#), a premier provider of industry-leading compliance software solutions continues to grow and as a result has opportunities for an Inside Sales Associate to join our Team.

Inside Sales Associate

Under the direction of Osprey's Director of Sales the Inside Sales Associate will contribute to the achievement of sales revenue targets and help grow market share by prospecting, promoting, selling Osprey Compliance Software solutions.

As a Sales Associate you will:

- Perform full cycle of sales duties by Identifying, qualifying, nurturing and closing sales opportunities
- Build fruitful relationships via email and phone to generate leads and manage sales prospects
- Be comfortable discussing and influencing decision makers over the telephone and via e-mail about their business compliance needs.
- Perform demos of our product capabilities to potential clients via web
- Consistently and regularly use salesforce.com to provide timely updates
- Appropriately engage management and staff in the sales cycle and provide on-going feedback to other areas of the organization.
- Act as an outward-facing ambassador of Osprey Software Inc.

Qualifications

- 0 to 3 years of experience in sales, business development, solution selling, account management, or similar client-facing role. Prior Software industry experience a plus.
- A BA/BS degree or relevant experience
- Excellent written and verbal communication skills
- Strong project and account management skills with ability to multi-task and run multiple projects while paying strict attention to detail
- An assertive, resilient and persuasive personality
- An analytical, structured thought process with the ability to assess business opportunities and read prospective buyers
- The ability to garner support from internal experts and external partners to position Osprey against competition
- Genuine curiosity about people and business, and possess the innate ability to inspire passion in others
- This will be an inside sales role working from our Albany NY office and requires minimal travel (~10%).

We offer an excellent compensation and benefits package and an opportunity to learn, grow and contribute in a stimulating, fast-paced environment where individual contributions are recognized and rewarded.

For immediate consideration, please send resume with salary requirements to jobs@ospreysoftware.com.

EOE M/F/D/V.