

Job Title: Inside Account Representative

Function: Sales

Reports to: VP Sales

Direct Reports: None

Job Location: Cleveland, Ohio

We are Proformex, a Cleveland-based software company that is disrupting the life insurance industry. Our software helps fiduciaries and agents monitor policies on behalf of policy owners. We are looking to add an experienced SAAS sales rep to our inside sales team who will instantly become one of the most experienced software sales reps on this team.

This is an opportunity to join a young but growing company and an even younger team. You will be counted on as a leader right away and will be responsible to drive new ARR to quota within a 90-day ramp. You would receive warm leads from our in-house BDRs and manage the leads from first call to new customer. You will also be responsible for generating your own additional leads from our extensive partner list. We have a great team who hates to lose and has a ton of fun/freedom when we are winning! (We win a lot.) This position has a competitive base salary with an uncapped commission structure.

Do you wake up and want to take on the world? Do you have a proven track record over two years of exceeding quota for a SAAS company? If so, you might be a fit!

Responsibilities:

- Consult life insurance and annuity firms/companies on inforce policy management and revenue generation and leverage the Proformex solution
- Effectively manage sales cycle from initial lead to signed contract
- Using video conferencing software, present product demonstrations
- Manage entire pipeline in clean fashion, responding to prospects on all needs in a timely and professional manner
- Document and report in Hubspot CRM
- Meet quarterly and annual ARR quotas

Qualifications

- MUST HAVE | 4+ years' experience in a closing role with a SAAS company
- MUST HAVE incredible attitude and desire to consistently improve
- Ability to cold call and open doors
- Proven track record of meeting quota
- Knowledge of life insurance industry is a plus but not required
- Organized worker who has a plan for each day
- Able to make the best decisions without needing approval
- Competitive team player

The package will include salary, health benefits and 401k. Come join us as we revolutionize insurance technology and take a key role in growing our company!

APPLY: careers@proformex.com