

Inside Sales Representative



Position Description

As an Inside Sales Representative, you'll enter into Beacon Funding's well-defined **career plan** where you'll be encouraged to climb the ladder as quickly as you can. Your hard work combined with Beacon's no-cap commission plan and value-added equipment financing programs mean the sky's the limit.

You'll call on businesses throughout the United States with the goal of identifying new equipment leasing and financing opportunities. We ensure our Inside Sales Representatives have the opportunity to earn their desired income by providing them with 100+ calls per day via our best-in-class outbound calling platform that's constantly fed with new campaign ideas and promotions to engage prospects.

Title Inside Sales Representative

Company

Beacon Funding, founded in 1990, is a leading company providing small-ticket equipment financing services to businesses throughout the United States. Beacon Funding has established itself as a premier, full-service provider of equipment financing solutions to all types of businesses, new and established, throughout a wide range of industries.

Job Responsibilities

- Originate new equipment leasing and financing opportunities through daily outbound phone sales
- Ability to establish and expand relationships with business owners and decision makers
- Demonstrate ability to close sales and overcome customer objections
- Participate in company sponsored client events such as industry tradeshows, open houses, training, webinars etc.
- Ability to position Beacon's solutions as a benefit to our customers' long term needs
- Develop and maintain exceptional consultative relationships with existing customers and co-workers

Qualifications

- Minimum two (2) years of recent successful inside sales experience;
- Employment stability;
- Business and/or four (4) year college degree is preferred
- Proficient with computers and technology
- Able to satisfy requirements of pre-employment screening

Benefits

- \$48,000 guaranteed annual minimum earnings;
- No-cap commission plan
- \$36,000 in annual incentive for which the entire inside sales team can compete
- Business expense reimbursement
- 401K and profit sharing
- Medical, dental, and vision insurance

How To Apply

- Visit careers.beaconfunding.com, fill out the form and attach your resume.

Contact Beacon Funding

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