

Job Description

Title: Inside Sales Representative
Reporting: Director of Sales
Location: Arlington, VA
Job Type: Full-Time

Opportunity:

Starfish Retention Solutions is looking for a high energy, self-directing inside sales professional to join its expanding sales team. Starfish is growing its Arlington, VA based sales group in response to a markedly increasing demand for its mission critical educational software. The ideal candidate will have several years of software solution sales background and, at minimum, a bachelor's degree.

Duties and Responsibilities:

Primary responsibilities of a **Starfish Retention Solutions** inside sales representative are cold & warm calling, presenting our solution via the web, and managing the sales cycle to a successful close. Our inside sales representatives are expected to:

- Develop prospects from self-generated, supplied, and in-bound sources
- Schedule and host online solution demonstrations with education contacts
- Expertly use Salesforce to manage all aspects of contact communications from introduction through closure
- Meet or exceed daily activities markers for task management, dials, calls, demonstrations, and pipeline & funnel development
- Travel to conferences and Starfish events
- Meet or exceed monthly, quarterly, annual revenue quotas

This is an ideal position for a hungry, hard-working and quick-learning individual who would enjoy working in a vibrant, fast-paced environment with other smart people.

Starfish is a team-oriented organization with no silos, no boundaries—we are dedicated to the success of our clients, our company and each other.

Starfish offers a variety of sales incentives to include monthly commissions and annual attainment bonuses.

Knowledge, Skills and Abilities:

- 3 plus years of software solution sales (higher education sales a bonus)
- Cold-calling experience (self-initiated list building a plus)
- Evidence of excellent communication skills, verbal and written

- Dedication, discipline, rigor

Compensation:

Base salary + Commissions + Bonuses + Stock Options.

About Us:

Starfish Retention Solutions, Inc. (<http://www.starfishsolutions.com>) is on a mission to help academic institutions address the significant number of students that do not graduate. Our business-to-business, software-as-a-service (SaaS) solutions address this problem by identifying which students are at-risk, and then connecting those students to the resources designed to help them be successful.

We are a well-funded company, run by executives from Blackboard, the worldwide leader in e-Learning. You get the best of a startup and a well established company, convenient location in Rosslyn next to Metro, low-priced stock options, the excitement of starting from scratch but proven business model, deep connections with industry leaders, benefits, and a competitive salary. To learn more about our benefits, please visit: <http://www.starfishsolutions.com/pdf/Starfish.Benefits.2009.pdf>.

Application Procedure:

- To be considered for this position, please email your resume and cover letter to jobs@starfishsolutions.com.