



Inside Sales Representative (Eugene, OR, or Remote)

For more than 40 years, Prime Factors has served global customers across six continents, including 80% of the top financial institutions in North America, with cryptographic software solutions for payments, EDI, and general data protection. Prime Factors software products help business leaders implement and orchestrate data security governance to protect sensitive information being used by or stored in virtually any application or system with Data Protection Policies that govern data access and protect data with encryption, tokenization, and data masking. As we continue to experience a period of tremendous growth, new employees are given a unique opportunity to work collaboratively across different business disciplines, without bureaucracy, and grow quickly into expanding roles within the organization.

Prime Factors is seeking a new member to join our team of exceptional people. The **Inside Sales Representative** will be responsible for supporting a variety of aspects related to targeting and qualifying sales leads, conducting lead qualification, working with existing customers to identify new sales opportunities, and processing customer inquiries, along with related sales operations activities.

The Inside Sales Representative will work collaboratively with Sales (Account Managers), Marketing (Lead Generation), Business Development (Channel Partners), and Operations (Sales Ops) to solicit, develop and qualify new sales leads. The role will interact with new prospects and existing customers as part of the Sales and Business Development Teams. In this position, you will be responsible for qualifying sales leads, setting up calls for sales and business development managers, supporting sales operations, and working closely with existing customers to identify new sales opportunities. This position requires strong communication skills complemented by great organizational skills, attention to detail, and the ability to manage several tasks concurrently.

Required Skills:

- Strong written and oral communications skills
- Strong interpersonal team skills and polished customer management skills
- Excellent organizational and time management skills
- Ability to self-start, operate with minimal oversight, and prioritize several concurrent tasks
- Ability to quickly learn multi-step processes and systems
- Understanding of the sales process – when to talk and when to listen
- Ability to listen for common objections and utilize sales training to overcome them
- Excellent persuasion and influencing skills; able to quickly build relationships establish trust
- Knowledge of commonly used concepts, practices, and procedures within the Data Security field
- Ability to work collaboratively in a team environment



Experience:

- At least two (2) years in Inside Sales (or similar role) - Preferred
- Working experience using Microsoft Office Software (MS 365 / Teams)
- Working experience using Salesforce.com - Preferred
- BS/BA in Business, Communications, Marketing, or similar relevant field - Preferred

Roles:

- Serve as primary point of contact for qualifying new leads for sales and business development
- Establish relationships with existing accounts and solicit new sales opportunities
- Manage processes related to sales operations, including qualification and reporting
- Present product and company information to leads, customers, and executive management
- Manage denied parties screening (upon training) for sales and business development
- Support lead and opportunity tracking and reporting
- Schedule meetings with leads for sales and business development account owners
- Identify potential sales targets leveraging intent data provided by marketing
- Data entry related to sales leads, contacts, and opportunities into Salesforce.com (CRM Tool)
- Support the Prime Factors Quotations and Renewals team, as needed

Prime Factors offers a competitive salary commensurate with experience, company benefits (fully funded health insurance, 401k plan) and a casual, friendly work environment.

If you are qualified and have interest in pursuing this job opportunity, please [contact us](#).