



5



Candidates > Inside Sales Representative

Filter By:



John
Lake Forest,
Illinois

Title: Senior Sales Executive
Industry: Technology
In/Outside: Outside
Sales Approach: Hunter
Inspiration: Value
Drive: Passive
Current Base: \$150,000
Anticipated W2: \$190,000

Product/Service: Both
Need: Unrecognized
Sales Type: Strategic
Quota This Year: 2m
% of Quota: 125%
Audience: General Decision Maker
Sale Size: \$250,000 - \$1,000,000
Sale Cycle: 6 Months - 9 Months



Tags: John is very intelligent. He has a strong analytic personality and asks great questions. He is a consummate sales professional but is concerned with a transactional sales environment.

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Jayne
Anywhere,
Massachusetts

Title: Account Executive
Industry: Technology
In/Outside: Inside
Sales Approach: Hunter
Inspiration: Volume
Drive: Assertive
Current Base: \$40,000
Anticipated W2: \$80,000

Product/Service: Product
Need: Recognized
Sales Type: Transactional
Quota This Year: 500k
% of Quota: 100%
Audience: C-Level Decision Maker
Sale Size: \$50,000 - \$250,000
Sale Cycle: 1 Month - 3 Months



Tags: Jayne is articulate, intelligent and she has a very driven personality. Jayne has proven success in a SaaS environment and is the number 1 sales representative in her company.

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John
Anywhere,
Massachusetts

Title: Account Executive
Industry: Technology
In/Outside: Inside
Sales Approach: Hunter
Inspiration: Value
Drive: Assertive
Current Base: \$50,000
Anticipated W2: \$110,000

Product/Service: Both
Need: Recognized
Sales Type: Transactional
Quota This Year: 1.5m
% of Quota: 125%
Audience: C-Level Decision Maker
Sale Size: \$10,000 - \$50,000
Sale Cycle: 1 Month - 3 Months



Tags: John has SaaS sales experience and is very strong. He understands sales process and has a hunter mentality. He is very competitive and is a 4 year collegiate athlete that graduated with a 3.5 GPA.

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Kate
Lake Forest,
Illinois

Title: Senior Sales Executive
Industry: Technology
In/Outside: Inside
Sales Approach: Hunter
Inspiration: Value
Drive: Assertive
Current Base: \$90,000
Anticipated W2: \$180,000

Product/Service: Service
Need: Unrecognized
Sales Type: Strategic
Quota This Year: 2m
% of Quota: 175%
Audience: General Decision Maker
Sale Size: \$250,000 - \$1,000,000
Sale Cycle: 3 Months - 6 Months



Tags: Kate is an experienced Enterprise Sales Professional. She is used to a complex sales cycle and an avg. sales size of 500k. Although very talented, Kate is not a good fit for a transactional sales model.

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