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[www.nFocus.com](http://www.nFocus.com)

**Job Title:** INSIDE SALES (Community Solutions Specialist)  
Full-time, exempt position with benefits

**Work Location:** Biltmore area, Phoenix, Arizona

**To Apply:** Submit both your résumé and cover letter to [jobs@nFocus.com](mailto:jobs@nFocus.com) or 602.954.9559 (fax). Apply only if you meet requirements, perform at an above-average level and can embrace our core values of candor, results, integrity, excellence, and a sense of urgency.

**Job Summary:** Build your income with commission. Action-oriented self-starter can develop and manage own geographic territory. Our breakthrough software enables clients to track members, manage data, and measure program effectiveness. Target clients in this receptive market include non-profit organizations, local government, and education and community-based organizations.

**Essential Duties and Responsibilities** include the following:

- Qualify prospective clients
- Demonstrate products online
- Prepare proposals, quotes, and invoices
- Prepare client and coordinate preparations for in-person sales meetings with senior management
- Meet or exceed established sales targets

#### **Education and/or Experience**

- Required: Bachelors degree and two (2) years of inside sales experience
- Preferred: Software sales-by-telephone experience; Commissioned sales experience; Bachelor's degree in business, sales, marketing, or computer science

#### **Other Required Qualifications/Skills**

- **Ability to close the sale**
- Excellent interpersonal and customer relationship skills
- Ability to relate the business value of technology
- Ability to confidently speak and write excellent Business English
- Competitive with a "get it done" mindset
- Positive - Perceptive - Persuasive

#### **Benefits**

- Paid vacation, sick time, and holidays
  - Health insurance
  - Retirement Account with company match
  - Dental and ancillary benefits available
- \*Relocation expenses not covered

EOE/M/F/D/V