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Inside Sales Position Search

We are currently pursuing an Inside Sales resource to support and grow our sales team

Integrity Data is a leader in providing solutions to improve business processes for payroll and human capital management, including simplifying Affordable Care Act tracking and reporting, supporting Employee Financial Wellness and enhancing Microsoft Dynamics® GP Payroll. Headquartered in Lincoln, IL, and celebrating over 20 years in business, Integrity Data serves employers of all industries and sizes across the US. Integrity Data prides itself on offering employees a warm, supportive, family-like environment with the resources of a large company.

Position Overview

The Inside Sales Representative for Integrity Data is responsible for creating sales revenue across multiple product and service offerings. This resource will drive sales by contacting prospects and handling assigned leads through an approved sales cycle process. The customer's success is a key element of this position as Integrity Data is dedicated to helping each customer be successful in their business.

Essential Functions

- Consistent prospecting activities to establish first appointments
- Identify decision makers and build relationships
- Manage prospects through the sales cycle process
- Coordinate with other departments to assure the prospect has what is needed to continue moving the sales cycle process forward
- Respond to prospects' inquiries and technical questions promptly and accurately employing internal sources as needed
- Utilize customer management software to track all sales activities

Requirements

- 1 – 3 Years in sales experience
- Strong presentation skills and the ability to close sales opportunities
- Desire to further a sales career
- Associate or Bachelor degree in business related field (or equivalent experience)
- Payroll or Human Resource experience would be beneficial
- Competent with Microsoft Office products

Characteristics

- Self-motivated, self-starter, energetic



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- Work within a team structure, able to meet and exceed personal and team goals
- Able to build stable business relationships
- Able to efficiently utilize time by managing priorities
- Detail oriented, willing to follow an established process
- Desire to work in the technology field focused on payroll and human resources

Employment Details

- Full time position (40 hours per week expected)
- Office hours are Monday through Friday 8am to 5pm
- Home Office: 125 N. Kickapoo Street Lincoln, IL
 - The position requires the resource to work from the home office
- Integrity Data provides a full array of benefits

Resumes should be submitted online or mailed directly to Terry McClallen at the address below.

Online: www.integrity-data.com/careers

Physical Address:

Integrity Data
C/O Terry McClallen
125 N. Kickapoo Street
Lincoln, IL 62656