



Inside Sales Representative

Remote

To apply, please send your resume and cover letter to jobs@reconstructinc.com.

Reconstruct is scaling! As both the marketing and sales teams grow, we seek an Inside Sales Representative with enterprise sales knowledge and at least three years of B2B SaaS inside sales experience. We are looking for a creative and passionate sales professional with high energy that can multitask and drive sales.

RESPONSIBILITIES

- Understand customer goals, plans, challenges, timeline, budget, and authority.
- Deliver quality and tailored demonstrations to prospects based on the prospects' needs and priorities.
- Articulate the value and key differentiators against competing products and services.
- Meet and exceed monthly, quarterly, and annual quotas.
- Upsell products and services.
- Maintaining accurate forecasts and pipeline data.
- Supplement existing pipeline by completing lead generating activities including cold calls, emails, and social touches.
- Strive to continuously improve your sales process and demonstrate a willingness to learn and implement best practices.

QUALIFICATIONS

- Three plus years of previous experience in a B2B SaaS inside sales position.
- Track record of over achievement against quota.
- Familiarity with modern sales engagement and automation tools such as LinkedIn Sales Navigator, SalesLoft, and Salesforce.com
- Excellent communication and presentation skills, both verbal and written.
- Good organizational skills and the ability to multitask.
- Excellent phone and cold calling skills.
- Strong listening and sales skills.
- Bachelor's degree or equivalent preferred.

WHY RECONSTRUCT

This is the right place at the right time as we have a game-changing and highly differentiated solution that is helping the Real Estate and Construction industries better manage their assets while delivering projects on time and on budget. We have a great team with deep industry domain knowledge who are passionate about helping the industry adopt new solutions to drive business outcomes. Reconstruct has a great culture of collaboration, transparency, and inclusiveness, focusing on celebrating small and large individual and team wins.

Reconstruct makes the built world a better place to live, work and play. Reconstruct's Visual Command Center is used by many of the world's largest organizations to bring together reality capture, drawings, models, and schedules. This provides project stakeholders with more efficient workflows in documentation, progress tracking, and quality control.