

Inside Sales Representative (Part-Time)

PreviewLabs specializes in the development of prototypes using game development technology. We develop prototypes which help our clients test or pitch ideas. We do this for any kind of game technology, covering PC and mobile games, educational games, simulations, data visualization etc. Our clients include Disney Imagineering and Yale University, as well as numerous startups.

We are looking for an inside sales representative to support our growth, leading us to our next high profile or secret startup clients.

Description

- Use the information provided by our Sales Assistant to reach out to potential clients or prospects.
- Gain a deep understanding about our past projects and clients, and the value we provide to our clients.
- Call prospects who have been identified as potentially needing our services, to poll their interest in working with PreviewLabs and to invite them for a meeting with our founder.
- Call previous clients and people we previously met to poll for their current interest in working with PreviewLabs.
- Call new prospects who share similarities with previous clients to see if they may be interested in working with us.
- Scheduling meetings in our founder's calendar.
- Follow-up after meetings where needed by phone or by email.
- Write summaries of the calls in our Salesforce database for future reference.
- Occasionally help with various other sales related tasks, such as scheduling meetings at various events and conferences.
- Analyze the results of your calls, and improve the approach where needed.

Requirements

- Excellent verbal communication skills and phone manner.
- Fluent US English speaker.
- Friendly and easygoing attitude.

Pluses

- Experience with Salesforce.
- Interest in gaining an understanding of how the games industry works.
- Has played through a variety of video games.
- Within commuting distance from New Haven, CT, USA

Practical

- Includes mentorship by the founder of the company.
- Part-time at 2-4 hours each weekday, ideally during the later morning and afternoon (US East Coast time).
- To apply for this position, you can contact us through our contact form at <http://www.previewlabs.com/contact>