



Inside Sales Specialist

Level: Entry

Location: East Windsor, CT or remote

Travel Requirements: Negligible

Compensation: DOE

Job I.D.:

Foresite is a rapidly growing global service provider, delivering a range of managed security and consulting solutions designed to help our clients meet their information security and compliance objectives. In the face of increasingly persistent cyber-threats, Foresite's solutions empower organizations with vigilance and expertise to proactively identify, respond to, and remediate cyber-attacks and breaches where they occur.

Our team of industry veterans work as an extension of our clients' staff, providing peace of mind while securing their most important assets. For more information, visit us at <http://foresite.com> or contact us at info@foresite.com.

Position Summary:

Foresite is seeking a highly motivated individual with excellent communication, organization and follow up skills to assist with lead follow up, CRM data entry, quote and proposal processing, and recruiting new Resellers via our Distribution channel. Technical background in cybersecurity and/or compliance is a bonus, but not required.

This is an entry-level position to start but could lead into a Partner Account Director role.

Responsibilities:

- Initial follow up to qualify leads and coordinate next steps.
- Under the direction of the Partner Enablement Director, will maintain CRM lead and opportunity status updates and follow up.
- Assist with follow up on quotes and proposals with presales teams, including putting together scoping information for presales requests. Eventually will be expected to produce basic quotes and Statements of Work.
- Assist with coordination of company resources for scheduling presales activities.
- Become proficient at presenting our Reseller program PPT to prospects via webinar.
- Work as a member of a team
- Other Duties as assigned

Qualifications:

- Must demonstrate ability to communicate in a clear and concise manner, including exceptional writing and editing skills
- Dynamics CRM experience
- Must be able to work independently once trained
- Must possess strong organizational and follow up skills
- Must possess a high degree of intelligence, competence, maturity, adaptability, resilience, integrity and initiative
- A highly entrepreneurial spirit ... a “make it happen” attitude and approach

To be considered for this position, please email your resume in confidence to tracy.fox@foresite.com.