



Inside Sales Representative – (Boston, MA)

Overview of Employer:

Valuation Research Corporation (VRC) is an independent 40-year-old valuation firm providing authoritative valuations and financial opinions for financial reporting, tax reporting, and transaction purposes. We have served more than half of the Fortune 500 and many leading hedge funds and private equity firms. Please see ValuationResearch.com for a further company description.

Job Overview:

- **Position:** Inside Sales Representative
- **Location:** Norwood, MA
- **Compensation:** Base salary plus bonus (quarterly firm-wide and year-end merit)
- **Start Date:** Immediately

Job Description:

We are looking for a sales-focused, team-oriented professional to join our Boston office as an Inside Sales Representative. This position is responsible for prospecting new clients and soliciting new sales opportunities, in conjunction with Business Development Managers. Revenue generation and client satisfaction are achieved by working with support teams, coordinating with marketing programs, maintaining good networking relationships, and always acting in a way that portrays VRC culture and values.

Job Responsibilities:

- Generate sales-ready prospects and leads via phone and email
- Prospect for new business daily through a combination of target account prospecting and using existing client and referral relationships
- Actively maintain a sales pipeline with documented activity using VRC's CRM system
- Provide research support for meetings
- Assist financial team members with marketing efforts
- Develop a deep understanding of VRC's lines of services

Qualifications:

- 5+ years sales experience
- Strong time management and organizational skills
- College Degree or work equivalent
- Experience with financial mergers and acquisitions, financial products/services, and/or wealth management a plus
- General understanding of finance, valuation, and/or financial reporting also a plus
- Applicants must have unrestricted authorization to work for any employer in the U.S.

Work Skills:

- Written communication skills – concise, organized and clear writing style
- Verbal Communication skills – ideas conveyed persuasively and professionally
- Data skills – computer proficiency in order to compile, analyze, and report data
- Team player who relates and works well with clients and employees

VRC is a growing national company with local presence. We are expanding with a diverse client base and we offer a flexible and team oriented work environment. If you are interested in working where you will be an integral part of the team that focuses on creating high impact financial results for clients, please submit resume to:

Insidesales@valuationresearch.com.