



BlockApps

Inside Sales Representative

Company Overview

BlockApps is an enterprise blockchain company that develops industry applications on our own blockchain platform, STRATO, to enable traceability across enterprise value chains. Our customers include Fortune 500 companies such as Bayer Crop Science (the world's largest seed company), Blockchain for Energy (a consortium of the world's largest energy companies including Repsol, Chevron, ExxonMobil, Schlumberger and more), and the U.S. government. BlockApps has launched several industry initiatives, including TraceHarvest (agribusiness traceability), TraceCarbon (sustainability tracking), and the Enterprise Ethereum Alliance (world's largest open standards blockchain organization). For more information, visit and contact us at www.blockapps.net, or find us on social media via [LinkedIn](#), [YouTube](#) and [Twitter](#).

Job Description

The **Inside Sales Representative** is tasked with driving sales for the organization through a variety of sales techniques.

Roles & Responsibilities

- Generating qualified sales leads for the business.
- Working towards KPI's as set by the Sales manager. Initial KPIs are as follows:
 - 200 outreach emails/calls/linkedin per week
 - 30 qualified leads per month
 - Close \$200k in independent sales
 - Sales includes partnerships, training, services and licenses
- Setting appointments for sales consultants to meet with prospects
- Cold calling/emailing, but not limited to senior executives and C Level staff
- Working closely with the Sales team
- Working close with product, marketing and engineering team
- Attend meet-ups, conferences and exhibitions
- Identifying potential opportunities for new business within other parts of the prospect's and customer's company.
- Following up on sales enquiries from prospect.
- Account management when required for existing customers.
- Respond swiftly and courteously to customer complaints or inquiries
- Capture customer contact details for future follow-up
- Adjust your sales presentation based on success/fail averages
- Work on and build sales proposals and presentation
- Schedule demos with Solution Architects, Sales Engineers and Sales executives



Trust in Collaboration



BlockApps

Inside Sales Representative

Requirements/Skills

- General sales administration plus Salesforce experience (2 years minimum)
- Background in consultancy is a plus
- Proven track record of achieving KPI's
- Strong interpersonal skills and an ability to build rapport with senior executives
- Driven and ambitious individual with a strong desire to succeed
- Previous sales experience within a startup is a plus
- Blockchain and Cryptocurrency knowledge is a plus

Please send a copy of your resume to careers@blockapps.net along with the position(s) you are interested in.



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