

# Colombia Jobs Expertini®

## Inside Sales Representative

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Company: futurescape

Location: Bogotá

Category: other-general

Position Title: Inside Sales Representative Location: Remote Job

Timing: EST hours  
Futurescape Futurescape is a small Canadian company that empowers clients to optimize their design processes, improve product performance, and drive innovation through advanced mechanical design and simulation technologies. With over 15 years mechanical design experience at Futurescape, we are dedicated to deliver excellence in every aspect of our business, from software sales to support and training, we unlock the full potential of design and simulation technology and propel our client's engineering projects to new heights. Whether looking to build upon an idea, improve your product, grow within a market segment, or lead that market, Futurescape is looking beyond.

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product demonstrations and articulate the value proposition of our design and simulation software solutions to prospects. Build and maintain strong relationships with prospects and customers through ongoing communication and follow-ups. Collaborate with the sales and marketing team to develop and implement effective sales strategies. Maintain accurate and up-to-date records of sales activities and customer interactions in the CRM system. Stay informed about industry trends, competitive landscape, and product updates to effectively position our solutions in the market . Develops accounts by checking customer's buying history; suggesting related and new items; explaining technical features and maintaining regular communication with assigned accounts. Updates job knowledge by studying new product descriptions; participating in educational opportunities. Core Competencies: Client focused with good prospecting Proven track record of success in inside sales, preferably in B2B industry Relationship building and exceptional interpersonal skills Loves communicating with people both internally and externally Ability to thrive in a fast-paced, dynamic environment and adapt quickly to changes Highly motivated and energized Excellent team player Precise attention to detail and very organized An ability to work with minimal supervision Technical Competencies: Technical or business degree preferred or equivalent combination of education and experience. Minimum of 3 years of relevant experience Proven ability to learn new technology Excellent communication skills, both verbal and written, with the ability to articulate complex concepts in a clear and concise manner. Bilingual in English and French is an asset Mechanical design, analysis or manufacturing experience is an asset Position Title: Inside Sales Representative Location: Remote Job Timing: EST hours Futurescape Futurescape is a small Canadian company that empowers clients to optimize their design processes, improve product performance, and drive innovation through advanced mechanical design and simulation technologies. With over 15 years mechanical design experience at Futurescape, we are dedicated to deliver excellence in every aspect of our business, from software sales to support and training, we unlock the full potential of design and simulation technology and propel our client's engineering projects to new heights. Whether looking to build upon an idea, improve your product, grow within a market segment, or lead that market, Futurescape is looking beyond. Purpose: This inside sales role will help in generating revenue by soliciting clients, understanding and interpreting technical requirements, providing technical information and developing existing accounts. You will be responsible for initiating and nurturing relationships with leads/customers understanding their needs by

providing product demonstrations.

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**Position Title:** Inside Sales Representative

**Location:** Remote **Job Timing:** EST hours

**Futurescape** Futurescape is a small Canadian company that empowers clients to optimize their design processes, improve product performance, and drive innovation through advanced mechanical design and simulation technologies. With over 15 years mechanical design experience at Futurescape, we are dedicated to deliver excellence in every aspect of our business, from software sales to support and training, we unlock the full potential of design and simulation technology and propel our client's engineering projects to new heights. Whether

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