



## INSIDE SALES PROFESSIONAL

Interplay Learning provides a unique opportunity to work at the intersection of education technology, Virtual Reality, and enterprise software-- three dynamic sectors in technology. We are driven to use our leading Virtual Reality training technology to help the next generation of professionals and students build real skills for real jobs. We sell a cutting-edge product into "old-school" markets like HVAC, electrical, manufacturing, engine repair and the facility maintenance industry. High tech meets blue collar.

Interplay Learning is an 8-year-old software company with a fun culture and committed team. In March, we closed a Series A funding from top tier venture firms. This means we can present a rare combo: the stability of an 8-year-old company with the upside and excitement of a start-up. We seek a professional in the Austin, TX area for this hire. Big things are happening here and we're looking for more A-players to join our team. If you are interested in pursuing this opportunity, please apply by sending your resume to [careers@interplaylearning.com](mailto:careers@interplaylearning.com).

### WHY INTERPLAY LEARNING?

- We are uniquely positioned to make an incredible impact on the skilled trades industry. The skilled trades world is facing a critical skills gap leaving many businesses without the right talent to grow their business. Did you know that [60% of current skilled trades workers](#) will retire in the next 10 years? Our training allows businesses to fill open positions more quickly and more affordably.
- Interplay Learning was [named to the latest Inc. 5000 list](#), which ranks the top fastest-growing private companies in the United States. We've recorded more than 120% growth in a three year period to earn the spot.
- We were recognized by the [Bill & Melinda Gates Foundation for our contribution to accelerating education innovation](#). The \$100,000 prize was awarded for the exceptional work done by our developers on our proprietary Skillmill engine.
- We have secured partnerships with several of the largest OEM's in the world (equipment manufacturers) to develop custom solution training.
- [Virtual Reality is the next "Smartphone."](#) we believe that VR is poised to soon break through to the masses.

## **THE ROLE**

The Inside Sales Representative is responsible for advancing the sales process, closing new business and delivering new sales targets. The Inside Sales Representative will be working daily with prospective customers via telephone, email, online demos and sometimes in-person to advance and close sales for an exciting Virtual Reality and online training product. At points, this person may also conduct research to identify leads or industry channel opportunities. This individual will also participate in the planning and execution of company marketing activities providing vital input based on his/her interactions with prospects.

## **KEY SKILLS REQUIRED**

- Ability to penetrate all targeted accounts by developing a strong working relationship and radiate sales from within client base. (Land and expand opportunities)
- Create solution-based sales presentations that speak to the pain of the prospect. Effectively deliver product/service demonstrations, and other sales actions; often via video calls.
- Comfortable making cold calls to increase sales pipeline
- Great organizational skills that translate into accurate reporting in Hubspot so you can effectively nurture, track and win deals.
- Possess sales DNA to manage a sales call from discovery to close.
- Strong understanding of the buyer's journey and how to use that knowledge to advance sales cycle
- Understanding of how to use sales automation tools (Hubspot or Salesforce) and effectively drive leads through the system
- Energetic and fun (ok, more personality traits than key skills), derives energy from making customers excited and closing sales.

## **WHAT DOES SUCCESS LOOK LIKE? Let's look at 1 year from now...**

- You've proven to be a go-getter and have carved out your spot on a really successful sales team. To be honest, you are a rockstar (in a humble way) that's going places and you've proven that you're a force to be reckoned with.
- Your organization is second to none as you've really leveraged Hubspot to nurture, track and close deals. You've been able to learn Hubspot inside-and-out and it's made you a sales juggernaut.
- You've proven to be a huge asset to the company be directly driving a substantial pipeline of business. You've been able to grow as a sales professional as you are constantly contributing your ideas for improvements in the sales and marketing process.



- You have built a reputation of being an excellent and thoughtful communicator who is truly in this to help the client. Your unique ability to understand client needs and translate that into a solution oriented pitch has allowed you to not only win business but also develop Interplay Learning advocates among our customers.
- You've developed a hypothetical "secret sauce" to win business and develop a consistently strong pipeline. You aren't afraid to get your hands dirty and you've proven time and again that you aren't afraid to pick up the phone.
- You have become the role model on the team of "what success looks like"

**TO APPLY:**

- Submit resume detailing your experience
- Submit a cover letter explaining why you would be a great fit
- Send to: [careers@interplaylearning.com](mailto:careers@interplaylearning.com)