



# Compensation Guide

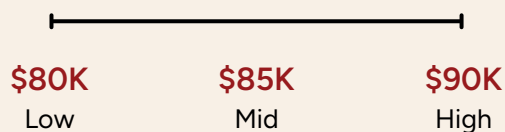
## Inside Sales Representative

**Inside Sales Representatives** contact potential prospects by phone, email, teleconferencing and other electronic means. Sometimes referred to as “remote” representatives, they can work in business to-business (B2B) or business-to-consumer (B2C) industries and are often highly skilled at persuasive techniques.

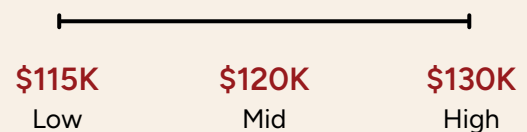
**Their effectiveness in generating leads, managing relationships, and closing sales can significantly impact a company’s revenue and growth.**

### Compensation

#### Base Salary



#### On Target Earnings (OTE)



### What makes a successful Inside Sales Representative?

- Ability to articulate ideas clearly and effectively, both verbally and in writing.
- Handles rejection well and remains **motivated to achieve targets**.
- Focuses on understanding and **meeting customer needs** and building long-term relationships.