



**Hewlett Packard
Enterprise**

Enterprise Group

Inside Sales Representative

We innovate solutions that power the idea economy.
Join us and share them with the world.
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Introduction to role

Joining Hewlett Packard Enterprise will give you the opportunity to become a sales professional with opportunities for development and growth. To help you achieve your career goals, we will work with you to create a comprehensive development plan that includes both structured learning and on-the-job training. In addition, you'll be assigned a mentor whose role will be to provide information, encouragement, and support to help you succeed in your new position. Join the Hewlett Packard Enterprise family and get your career off to an excellent start!

Role Responsibilities

Hewlett Packard Enterprise is seeking candidates that will be responsible for actively hunting new sales opportunities for sales, while selling and supporting customers in the IT technology area. The team is responsible for driving outbound marketing campaigns and support of installed base calling efforts. The inside sales rep works collaboratively with management to drive marketing programs, lead qualification, demand generation, sales initiatives, demo development, sales support, and driving incremental revenue, all while working closely with internal and external Hewlett Packard Enterprise customers.

Knowledge and Skills Desired:

- Exhibits basic knowledge of HPE portfolio or demonstrates the ability to learn and apply IT and/or industry solution, product, service knowledge to solving business challenges.
- With management guidance, contacts customers and sells products and services
- Demonstrates a successful ability to leverage HPE's portfolio of products and services to change the playing field against our competition.
- Ability to research and understand client's industry to understand client business strategies and challenges
- Relies on technical resources like SA's and pre-sales to recommend a solution to a customer

- Builds and orchestrates sales pipeline activity. Ensures active nurturing of deals and movement of opportunities to close. Manages a balanced pipeline representing all of the businesses being pursued.
- Meets or exceeds quarterly and annual revenue and margin quotas.
- Prospect Development or Lead Generation Skills

Build Your Career Here

Hewlett Packard Enterprise provides a rich career path in a sales track. When you join Hewlett Packard Enterprise, you'll start with our onboarding training, where you'll learn about the company, the business, and your role, which will give you a better understanding of where you fit within our organization. You will be engaged in real, meaningful projects, helping you build both professional and sales skills. While we heavily emphasize learning through experience, your development will include coaching from a sales development manager, senior experts, managers, peer learning groups, tutorials, and e-learning modules.

Qualifications

- Bachelor's graduate Degree in Business, Arts or Sciences
- Some experience in customer service and/or sales

The below experience is also required:

- Outstanding verbal (including telephone) and written communication skills
- Basic organization, analysis and communication skills. Knowledge of assigned discipline or technical area.
- Track record of achievement
- Ability to work in a fast changing environment
- Interpersonal skills
- Ability to work well both independently and as part of a team
- Knowledge in IT Tools (database systems; MS-Office and computer tools)
- Ability to open conversations and close deals

Initially working under the guidance of a sales representative, you'll become increasingly independent and pro-active as you move up the scale. Experienced employees will develop specialist areas of knowledge and may be appointed in accordance with business needs.