



<https://apply4gigs.com/job/inside-sales-representative-outreach-specialist/>

Inside Sales Representative / Outreach Specialist

Description

As an Inside Sales Representative at ROOAH, you'll be responsible for making initial contact with potential clients in service industries such as HVAC, plumbing, cleaning, landscaping, and other trades. Your job is to confidently introduce our services, establish rapport, and schedule discovery calls or enroll interested businesses into our solutions.

Responsibilities

- Make high-volume outbound cold calls to service-based business owners.
- Clearly and fluently present ROOAH's services, value proposition, and benefits.
- Identify client needs and match them to our digital solutions (web development, social media management).
- Book qualified leads into scheduled discovery or consultation calls.
- Handle objections, ask smart questions, and keep conversations engaging and professional.
- Log all activities, call outcomes, and next steps accurately in the CRM.
- Collaborate with the sales and operations team to ensure a smooth client handoff.
- Follow up with interested leads and maintain a strong lead pipeline.

Ideal Candidate Profile

- Excellent spoken English – clear, confident, and professional on the phone.
- Previous experience in cold calling, inside sales, or customer service preferred.
- Ability to quickly build rapport with business owners and decision-makers.
- Organized, detail-oriented, and comfortable using CRM systems.
- Self-motivated with a strong work ethic and goal-driven mindset.
- Familiarity with service industries (HVAC, plumbing, cleaning, etc.) is a plus.

What Success Looks Like

- Regularly scheduling quality discovery calls for the sales team.
- Maintaining a healthy pipeline of leads and follow-ups.
- Demonstrating resilience, professionalism, and adaptability in every conversation.
- Contributing directly to client acquisition and company growth.

APPLY NOW!

Hiring organization

Rooah!

Employment Type

Full-time

Job Location

Remote work possible

Working Hours

8:00AM – 6:00PM

Date posted

July 30, 2025