



### **Inside Sales/Dealer Catalog Sales Renewal Specialist**

ARI Network Services remains one of the few companies still expanding during these tough economic times. This is a tribute to our excellent internal staff, superior services and relationships with first-class clients. ARI is seeking a driven, customer focused Dealer Catalog Renewal Specialist with a proven track record to join our team. This position represents an exciting opportunity to be a “hands on” sales professional driving repeat renewal and collection revenue while creating, building, and strengthening long-term relationships.

This position will be responsible for collection of Partsmart invoices, driving repeat sales, revenue growth and continued renewal revenue. The right candidate will have excellent communication and negotiation skills, the ability to understand relationship building and the ability to emphasize ARI’s commitment to value after the sale.

Specifically, this individual will:

- Maintain renewal rate for ARI products at or above budgeted levels.
- Generate renewal revenue from existing customers.
- Meet and exceed monthly goals by managing activity.
- Properly quote desired products.
- Properly execute necessary paperwork in a timely manner to process customer orders.
- Timely follow up to all customer inquires.
- Inquire and try to qualify customers for potential new applications to pass on to Dealer Services Representatives.
- Generate required weekly and monthly activity tracking reports.
- Track and maintain all customer activity in the company CRM application.
- Other duties as assigned.

The qualified candidate will have a degree in business or marketing, minimum of 2 years collections experience; experience in working with customers in a B2B environment; customer service oriented; be a good communicator with exceptional integrity; and be skilled in the MS Office Suite and familiarity with CRM software.

*Equal Opportunity Employer*