



Job Title: Inside Sales Representative

Company: Switchplace LLC

Location: Remote US

Job Type: Full-time

Company Overview:

Switchplace is a leading corporate housing provider specializing in offering temporary housing solutions for business travelers, relocating employees, groups and individuals in need of furnished accommodations. We pride ourselves on delivering exceptional service and tailored housing solutions to meet the unique needs of our clients across the nation. Switchplace has been operating for over 27 years serving clients from all major verticals.

Job Description:

The Inside Sales Representative at Switchplace is a revenue-generating role designed to convert inbound demand into long-term client relationships. This role owns the front end of the funnel for inbound opportunities and support for our national sales team and operations leaders. Success is measured not by activity, but by **closed revenue, margin contribution, and speed-to-conversion**.

Responsibilities:

Inbound Lead Ownership & Conversion

- Serve as the first point of contact for all inbound web-based leads.
- Qualify leads quickly and effectively using defined criteria (budget, duration, volume, decision-maker, urgency).
- Convert qualified leads into booked housing or active sales opportunities.
- Maintain strict SLAs for lead response time and follow-up cadence.
- Identify high-intent opportunities and escalate or hand off to National sales when appropriate.

Sales Support & Pipeline Acceleration

- Support National Sales Team by managing smaller deals, overflow opportunities, and tactical follow-ups.
- Prepare quotes, pricing scenarios, and proposal inputs to align with Switchplace objectives
- Track pipeline movement and proactively push stalled deals forward in CRM - Hubspot
- Assist with renewals, extensions, and incremental bookings from existing accounts.

Property Sourcing & Supply Enablement

- Source and vet properties for inbound and mid-market opportunities
- Work with multifamily operators, third-party providers, and internal supply partners to secure viable options.
- Maintain a working knowledge of key markets, lease terms, and pricing dynamics.

**Experience**

- 2+ years of inside sales, sales or revenue-focused experience
- Experience in corporate housing, extended stay, real estate, travel, or hospitality strongly preferred
- Proven track record of converting inbound leads to closed revenue
- Comfort working cross-functionally with operations and supply teams
- Knowledge in Hubspot and Microsoft Office Suite

Skills & Attributes

- Highly responsive, organized, and detail-oriented
- Confident communicator with the ability to qualify and close
- Comfortable dealing with multiple opportunities across different markets
- Self-starter mentality with strong ownership in your results

Benefits:

- Competitive salary with performance-based bonuses.
- Comprehensive health, dental, and vision insurance plans.
- Retirement savings plan with employer matching.
- Paid time off and holidays from Day One
- Ongoing training and career development opportunities.

Switchplace is an equal opportunity employer and values diversity in the workplace. We offer competitive compensation, including base salary, commission, and benefits package, along with opportunities for career advancement and professional development. If you are a results-driven sales leader with a passion for hospitality and a desire to make a positive impact, we encourage you to apply for the Inside Sales Representative position and join our team!