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B2B INSIDE SALES SPECIALIST

Description

B2B Inside Sales Specialist

1099 Independent Contractor | Hybrid – Baltimore, MD or Northern Virginia

Exciting Opportunity!

Overview

Our client, a growing provider of pallet, freight, corrugated packaging, and industrial packaging solutions to manufacturers and businesses nationwide, is seeking a versatile Business Development & Inside Sales Specialist to support continued customer acquisition and revenue growth.

This is a 1099 independent contractor opportunity that will begin on a part-time basis and is expected to develop into a full-time role within approximately 60-90 days, based on performance, business development progress, and the needs of the business. The position is expected to range from approximately 25-40 hours per week.

This is a hybrid position requiring candidates to be located in either the Baltimore, Maryland market or Northern Virginia. The majority of the work will be performed from a home office, with occasional in-person meetings, customer visits, business development activities, or other local-market needs.

This is a broad, hands-on role for someone who enjoys both the front end of business development and the follow-through required to turn opportunities into long-term customer relationships. The position combines inside sales, lead generation, digital/email outreach, account development, and sales administration.

The right person will be comfortable picking up the phone and prospecting, developing targeted email campaigns, researching potential customers, qualifying opportunities, working larger accounts through the sales process, maintaining an organized CRM and pipeline, and assisting with the administrative details necessary to support customers and the sales organization.

This is not a narrowly defined sales or marketing position. Our client is looking for a resourceful, self-directed professional who can wear multiple hats and take ownership of the business development process from initial outreach through ongoing customer support.

About Our Client

Our client provides pallet solutions, corrugated boxes, freight services, shrink wrap, and other industrial packaging solutions to manufacturers, warehouses, distributors, and other commercial customers. The organization is focused on delivering responsive service, customized solutions, and long-term customer relationships while continuing to expand its national business.

About The Role

The Business Development & Inside Sales Specialist will help generate new business opportunities while supporting the sales process from prospecting through account development.

A significant part of the role will involve proactive outreach, including cold calling, targeted email campaigns, researching prospective customers, identifying decision-makers, following up on leads, and building relationships with potential customers.

The position will also participate in developing and closing larger business opportunities, including national and enterprise-level accounts. As opportunities move through the pipeline, this individual will help coordinate proposals, customer communications, CRM activity, documentation, invoicing, and other sales-support functions.

The ideal candidate is comfortable moving between sales, marketing, research, customer communication, and administrative responsibilities throughout the day.

Structured product, service, sales, and systems training will be provided, including ongoing professional sales training through Sandler. Candidates should be comfortable learning independently through online training while applying that knowledge to day-to-day business development activities.

If you feel you are a great fit for this role then we want to hear from you today!

Key Responsibilities

- Generate new business opportunities through cold calling, email outreach, prospecting, referrals, and other proactive business development activities.
- Prospect manufacturers, warehouses, distributors, and other commercial organizations with potential needs for pallets, corrugated boxes, freight, shrink wrap, and related industrial packaging solutions.
- Research prospective customers and identify appropriate decision-makers and influencers within target organizations.
- Build targeted prospect lists using resources such as LinkedIn Sales Navigator, Apollo, ZoomInfo, or similar prospecting platforms.
- Develop and execute personalized B2B email outreach campaigns designed to generate interest, responses, and qualified sales opportunities.
- Follow up consistently on email campaigns and other outbound activity with direct telephone outreach.
- Qualify prospects, identify business needs, and determine appropriate next steps in the sales process.
- Build relationships with prospective and existing customers through consistent, professional communication and follow-up.
- Conduct sales conversations, presentations, and product/service discussions by phone, video conference, email, in person, and other appropriate channels.
- Assist in developing larger enterprise and national-account opportunities, including identifying key stakeholders and helping manage longer, more complex sales cycles.
- Support proposals, RFP/RFI responses, pricing discussions, contract documentation, and other requirements associated with larger opportunities.
- Maintain an accurate and organized sales pipeline, including prospect activity, customer communications, follow-up dates, opportunities, and account information within the CRM.
- Monitor outbound sales and email performance, including activity levels,

Hiring organization

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Employment Type

Full-time

Industry

Transportation, Logistics, Supply Chain and Storage

Job Location

Baltimore, MD, USA

Base Salary

\$ 25 - \$ 30

Date posted

October 27, 2026

response rates, conversion rates, qualified leads, and pipeline development.

- Test and refine messaging, subject lines, calls to action, and outreach strategies to improve prospect engagement.
- Develop lead-nurturing and follow-up sequences to keep qualified opportunities moving through the sales process.
- Coordinate with leadership and other internal resources to ensure qualified opportunities receive timely follow-up and support.
- Assist with customer communications, scheduling, documentation, invoicing, purchase orders, and other sales-related administrative responsibilities.
- Prepare sales reports and provide updates regarding pipeline activity, prospect feedback, market conditions, and business development results.
- Research industry trends, competitors, target markets, and potential customer opportunities.
- Assist with trade shows, conferences, networking opportunities, customer meetings, and other business-development initiatives as needed.
- Meet established activity, lead-generation, pipeline, and revenue objectives.
- Provide additional sales and administrative support as needed in a growing, entrepreneurial organization.

Qualifications

- Previous experience in inside sales, business development, lead generation, outbound sales, or a related customer-acquisition role.
- Demonstrated experience with cold calling and proactive prospecting.
- Experience developing and executing B2B email outreach campaigns.
- Strong ability to identify, engage, and communicate with business decision-makers.
- Experience managing prospects and sales activity within a CRM such as HubSpot, Salesforce, Pipedrive, or a comparable platform.
- Familiarity with prospecting and list-building tools such as LinkedIn Sales Navigator, Apollo, ZoomInfo, or similar resources.
- Strong written communication skills with the ability to develop concise, effective prospecting messages.
- Ability to build relationships, handle objections, follow up consistently, and remain persistent throughout the sales process.
- Strong organizational skills and attention to detail, particularly when managing multiple prospects, customers, and follow-up activities simultaneously.
- Comfortable handling both revenue-generating sales responsibilities and the administrative work required to support the sales process.
- Experience working with larger corporate, national, government, or enterprise accounts is a plus.
- Experience with RFPs, RFIs, procurement processes, or complex sales cycles is a plus.
- Experience with email automation and outreach platforms such as HubSpot, Outreach.io, Reply.io, Mailchimp, Woodpecker, or similar tools is beneficial.
- Understanding of email deliverability, campaign performance, lead nurturing, and basic digital marketing principles is beneficial.
- Experience in pallets, packaging, logistics, freight, warehousing, manufacturing, or a related B2B industry is beneficial but not required.
- Bachelor's degree in Business, Marketing, Sales, or a related field is preferred but not required with relevant experience.

What We're Looking For

- A self-starter who is comfortable working independently and managing a

largely home-based schedule.

- Comfortable initiating conversations and making outbound calls.
- Persistent and able to handle rejection without losing momentum.
- Professional and effective when communicating with both smaller customers and senior-level decision-makers.
- Organized enough to manage a high volume of prospects and follow-up activity.
- Able to move comfortably between sales, marketing, customer service, and administrative responsibilities.
- Analytical enough to evaluate what is working and adjust outreach strategies accordingly.
- Detail-oriented and dependable with CRM records, customer information, proposals, documentation, and follow-through.
- Motivated by measurable results and the opportunity to directly contribute to business growth.
- Comfortable learning new products, services, systems, and sales processes through structured and ongoing training.

Location & Work Arrangement

This is a hybrid 1099 independent contractor opportunity. Candidates must reside within one of the following markets:

- Baltimore, Maryland area
- Northern Virginia area

The position will be primarily home-based, with occasional in-person meetings, customer visits, business development activities, or other local-market responsibilities. Regular weekly office attendance is not expected.

Candidates must have their own laptop/computer, mobile phone, reliable internet access, and an appropriate home-office workspace.

Schedule & Growth

The position will initially begin on a part-time basis at approximately 25 hours per week, with the expectation that hours may increase as the individual develops within the role.

The anticipated schedule is 25–40 hours per week, with the opportunity to transition into a full-time workload within approximately 60–90 days, depending on performance, progress, and business needs.

Compensation:

Hourly Rate: \$25–\$30 per Hour, Based on Experience, Plus Incentives

Employment Classification: 1099 Independent Contractor

Schedule: 25–40 Hours per Week; Initially Part-Time with Full-Time Growth Potential

Work Arrangement: Hybrid – Primarily Home-Based with Occasional In-Person Requirements

Markets: Baltimore, MD or Northern Virginia