

JOIN OUR TEAM



MobileDemand is a technology leader in rugged tablets, mobile computing solutions, and integrated productivity tools - committed to bringing increased functionality and capabilities to the mobile workforce. As a fast-growing, quickly expanding company, we are looking for exceptional team members to help drive the future of mobile productivity.

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| JOB TITLE | Inside Sales Representative |
| DEPARTMENT | Sales |
| REPORTS TO | Vice President of Sales |

PURPOSE

The inside sales representative is responsible for the generation of qualified prospects, the sale of company products that can, and should be accomplished via telephone, and the coordination of face-to-face visits by the regional field sales representative for applicable opportunities. This position will focus heavily on prospecting and qualifying, and cold-calling skills will be required.

We are looking for an individual with high energy, passion, and a drive for success to support our extensive growth in the tablet market.

RESPONSIBILITIES

- Identification, development, and acquisition of new customers, including establishment and daily management of a prospect sales-funnel program
- Follow up on qualified leads and opportunities within your channel partner community
- Execute an aggressive daily outbound calling campaign for lead qualification, follow-up, and demand generation, reseller sales support and appointment creation for the outside sales
- Establish and attain annual, quarterly and monthly team sales objectives and abide by the company established strategic selling process
- Manage overall sales process on applicable accounts
- Provide qualified leads and appointment set-up for outside sales representative
- Provide daily input into company CRM system
- Assist in the development of an annual Sales Plan and provide quarterly updates and suggested modifications
- Understand target market needs, company products, and the related applications thereof
- Provide input to Marketing regarding market needs and target marketing strategies
- Occasionally travel to prospect and customer locations
- Occasionally travel to trade shows and user conferences in support of sales and marketing campaigns
- Identify new partner prospects and work with Regional Sales Rep to grow partner channel
- Provide bi-weekly sales progress sheets/reports
- Generate quotes
- Work closely with other departments to ensure a high level of customer service satisfaction

REQUIRED SKILLS & EXPERIENCE

- Five or more years of proven, regional / national inside B to B new business sales experience
- Proven experience developing and maintaining small to large account relationships
- Ability to provide annual sales performance to quota information for all years of experience
- Ability to describe the process by which they were successful
- Proven experience working in a team selling environment

IDEAL EXPERIENCE:

- Proven selling experience in the computing industry
- Ten or more years of proven regional/national inside B to B business sales experience

COMPENSATION

- Salary plus incentive compensation in line with experience/qualifications
- Paid vacation and holidays
- Company 401k program
- Company health plan
- Company life insurance and short/long term disability