



## **Inside Sales Representative**

Job Location: Sandy, UT

### **Summary**

At Opengear, great ideas have a way of becoming great products, services, and customer experiences very quickly. Bring passion and dedication to your job and there's no telling what you could accomplish. The Inside Sales Representative will sell to small and medium-sized companies as well as support our Americas Sales team and reseller partners.

Opengear designs and manufactures products for data center and remote site management. Those products include network management software and management appliances that are deployed by the largest IT organizations worldwide. We are a global company, with offices in Brisbane, Australia, Sandy-UT, Piscataway-NJ, and Sunnyvale-CA.

### **Responsibilities**

- Achieve territory sales objectives through sales of products and services to new and existing customers.
- Work to identify sales opportunities and follow up with prospect and customers.
- Assist with order entry process and communication with customers regarding orders and shipping information.
- Adopt Opengear sales methodology and adhere to our sales process.
- Make recommendations to prospective customer that align business needs to our technology solutions.
- Develop and maintain a high level of knowledge about our products and services.

### **Requirements/Qualifications**

- 3-5 years' experience as an Inside Sales Representative in a tech company environment.
- Successful B2B sales with a strong emphasis on acquiring new customers.
- Documented success achieving and exceeding assigned quotas.
- Outstanding customer service and relationship building.
- High level of work ethic, attention to detail and passionate about meeting customer requirements.
- Strong written and verbal skills, highly proficient with email communication.
- Salesforce.com experience a plus.
- Aspiration to make a difference.
- Strong organizational and time management skills.
- Excellent problem-solving, analytical, and evaluative skills.
- Able to work with different disciplines, responsiveness, and composure.