



Inside Sales Representative–Strategic Accounts

Job Location: Sandy, UT

Summary

Imagine what you could do here. 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. Opengear has been the industry leader for out of band networking solutions for 15 years now and pioneered embedded, certified cellular solutions for over 9 years.

Reporting to the Inside Sales Manager, the Inside Sales Representative–Strategic Accounts will drive our continued growth of Strategic Accounts. This person will optimize marketing-generated leads and CRM data to develop new business opportunities.

Primary Responsibilities

- Strategic Account based targeting of new large enterprise end-user accounts selling both direct and via our channel partner relationships
- Developing business from prospecting new businesses and following up on account-based marketing leads and initiatives
- Work to identify sales opportunities and follow up with prospective customers
- Schedules and documents all activities utilizing the corporate CRM, developing robust information profiles on customers and prospective customers to facilitate acquisition of new customers
- Follows up with key customer decision makers to help close sales
- Hunt for and sell to new clients by identifying cross-selling and up-selling opportunities
- Schedule phone blocks and cold call prospecting activities to establish initial and follow-up appointments with decision makers
- Regularly meets with Sales Manager(s), to review weekly customer retention and relationship activities, progress versus goals, and status of key customer relationships
- Meet assigned targets for profitable sales volume and strategic objectives in assigned accounts
- Lead solution development efforts that best address customer needs, while coordinating the involvement of all necessary company personnel
- Develop and maintain the company's image and reputation in the marketplace
- Adopt Opengear sales methodology and adhere to our sales process
- Develop and maintain a high level of knowledge about our products and services

Requirements/Qualifications

- Bachelor's Degree
- 5+ years of strategic sales experience
- Successful B2B sales record with a strong emphasis on prospecting for and acquiring strategic customers
- Documented success achieving and exceeding assigned quotas
- Outstanding customer service and relationship building skills
- 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
- Ability to work well in a team environment