



Inside Sales- Job description:

Primary responsibility is to assist the North American Field Sales team in growing the business. Responsible for generating new leads for the Global Field Sales organization, by monthly review of distribution POS reports, trade journals, and industry publications. Other responsibilities include new customer discovery in new target markets, and conducting periodic new product training for distribution partners and manufacturer's representatives (Reps).

Specific Responsibilities and Duties

- Support Field Sales Directors- Direct phone and email contact on new customer inquiries.
- New customer discovery
- Manage and analyze Sales Forecast monthly for accuracy
- Manage the N American Sales Funnel
- Coordinate Sample Requests
- Maintain Customer Ready presentation slide decks. Market verticals, Competitive benchmarking, Corporate introduction, IP.
- Generate and provide channel trainings to our distribution partners and Manufacturers Representatives (Reps)

Education and work experience:

- BS Preferred. BS EE desirable
- Fluency in English essential.
- 2 yrs work experience. Work experience in technology company preferred.