

Company: ioSafe
Position: Inside Sales
Location: Auburn, CA or San Jose, CA

We're interested in people who want a career, not just a job... There's a huge difference! We lead the world with our award-winning data protection and recovery solutions; we got there because of our people. To retain our position as the best in the business, we need individuals who are knowledgeable, hungry, competitive, and above all, want to be part of the ioSafe team.

Role

This is an ideal opportunity for a motivated sales professional looking to take his/her career to the next level. You'll develop and grow sales within an assigned territory by managing existing accounts and identifying and opening new accounts. The ideal candidate will have *experience selling products to resellers*.

Responsibilities

- Maintain regular contact with top customers, build relationships and ensure our products are part of customers' go-to market activities, solutions offered, etc.
- Make outbound lead follow-up calls to potential and existing customers (by telephone and e-mail) to qualify and sell products.
- Conduct company and product presentations (typically online), including reseller trainings as needed.
- Qualify and distribute incoming end-user leads to appropriate resellers.
- Understand product features, benefits, and target.
- Emphasize saleable features, quote prices from company price lists & policies, and assist in preparation for sales orders, as needed.
- Input all activities into CRM system.
- Prepare reports of business transactions required and requested.
- Attend trade shows.

Requirements

- 2+ years of in Inside Sales experience with technology products, preferably data storage or networking.
- Experience selling to resellers.
- Familiar with the multiple channels of the computer industry, characteristics, buying & selling model.
- Competent computer skills, including experience with Salesforce.com, or similar CRM software, online meeting software, word processing, spreadsheet, Outlook (or similar email program).
- 4 year degree is preferred, but not required.

What We Offer

At ioSafe, we offer competitive salaries, strong benefits, an exciting work environment and great products.

To apply, contact resumes@iosafe.com