

Optomec, Inc.
is seeking an **INSIDE SALES REP**
for their manufacturing facility in Albuquerque, NM.

Inside Sales Representative
Job Description

Under general supervision, the Inside Sales Representative (ISR) will be responsible for qualifying leads at multiple decision-making levels within the organization. The ISR will be an integral member of the sales team to successfully close business opportunities, and sell service contracts, software renewals and spare parts for specific product lines. Some travel required. No supervision responsibilities.

RESPONSIBILITIES:

- Sales development & lead qualification.
- Qualify leads for assigned technology and support field sales throughout process.
- Sales of service contracts, software renewals, and spare parts for product line.
- Study metrics, narrow down target markets, and increase lead generation – cold calls, networking, B2B list, develop new opportunities within existing accounts.
- Attend major trade shows and help qualify leads on-site.
- Host / attend headquarter customer meetings for / with sales reps.

SKILLS REQUIRED:

- Passionate about new technology – bridge customer needs to product features/benefits.
- Ability to work in a high-energy environment; team player.
- The highest level of integrity.
- Thrives on customer success.
- Proficient with standard corporate productivity tools (email, voicemail, MS Office).
- Salesforce.com experience a plus.

QUALIFICATIONS:

Education:

- High School Diploma

Experience:

- Customer service experience.
- Inside Sales experience.
- Sales experience, trade shows, conferences, etc.
- Excellent verbal and written communication skills to business and technical audiences.

Preferred:

- 1 - 3+ years of experience in an Inside Sales position.
- Salesforce.com experience a plus.
- Associates degree.

KEY COMPETENCIES

- Professional, organized, goal-oriented.
- Customer service etiquette.
- Self-directed, multi-task oriented, and adaptable to changing priorities.
- Must thrive in the dynamic atmosphere of a technical organization with a rapidly expanding customer base.
- Must possess a highly technical background and thrive in a fast paced, pressured pace within a “sales to delivery” environment.
- Possess strong professional communication skills in areas of customer relations and consultation.
- Detail Oriented.
- Strong work ethic – driven to exceed customer expectations within delivery timeframe.
- Ability to work well as a cross-functional team member.

Please visit our website to learn more about our products: www.optomec.com

Salary DOE - Excellent Benefits Package offered

Job Type: Full-time

APPLY on [Indeed.com](https://www.indeed.com) or
Submit your resume to

dsaya@optomec.com and mkonopka@optomec.com

EOE/M/F/D/V
