

JOIN OUR TEAM



MobileDemand is a leading technology company specializing in rugged tablets, accessories, and software solutions - including mobile dimensioning technology - designed for enterprise and industrial environments. Our innovative products help businesses optimize mobile workflows, increase productivity, and improve overall operational efficiency. As we continue to grow and expand our sales team, we are seeking a highly motivated Sales Development Executive to join our organization.

JOB TITLE:

Sales Development Executive

RESPONSIBILITIES:

- Identification, development, and acquisition of new customers, including establishment and daily management of a prospect sales-funnel program
- Execute an aggressive daily outbound calling campaign for lead qualification, follow-up, and demand generation, reseller sales support and appointment creation
- Establish and attain annual, quarterly and monthly team sales objectives and abide by the company established strategic selling process
- Manage overall sales process on applicable accounts
- Provide qualified leads to applicable channel partners
- Respond to RFP / RFQ's, and coordinate all quotes with sales operation experts
- Assist in the development of an annual Sales Plan and provide quarterly updates and suggested modifications
- Understand target market needs, company products, and the related applications thereof
- Provide input to Marketing regarding market needs and target marketing strategies
- Travel to prospect and customer locations
- Occasionally travel to trade shows and user conferences in support of sales and marketing campaigns
- Identify new partner prospects
- Provide bi-weekly sales progress reports
- Work closely with other departments to ensure a high level of customer service satisfaction

REQUIRED SKILLS & EXPERIENCE:

- Three or more years of proven, regional / national inside B2B new business sales experience
- Proven experience developing and maintaining small to large account relationships
- Ability to provide annual sales performance to quota information for all years of experience
- Ability to describe the process by which they were successful
- Proven experience working in a team selling environment

COMPENSATION:

- Salary plus incentive compensation in line with experience / qualifications
- Paid vacation and holidays
- Company 401k program with Company match
- Company medical, dental and vision plan
- Company life insurance and short / long term disability