



## Inside Sales Manager

At CheckVideo, we are changing the way customers use video cameras. Our customers are calling us the best thing that happened in this market in the past 50 years. We are looking for motivated sales professionals who truly enjoy educating customers and helping them solve a problem. Join a nimble company and team that gets things done, with virtually no limit to growth.

You will...

- Arm yourself with product and sales knowledge to educate prospects and clearly demonstrate key benefits of our solution
- Research prospects across the US, with a hunter mentality to develop and grow the pipeline
- Generate leads and book demos through email and phone outreach
- Identify and pursue new ways to reach specific target markets
- Assist outside sales team with quotes and proposals
- Follow up with customers to close sales

Your strengths are...

- Tenacious with hunting, lead generation and cold-calling; not becoming disheartened when you don't make immediate progress with a great opportunity
- Enjoy learning and making things better for customers
- Have the organizational skills to work with multiple internal and external stakeholders
- Are experienced with consultative selling and finding the customer's pain points
- Strong Salesforce and Microsoft Office suite skills

Experience

- At least 3 years in an inside sales or sales support role with a technology or services company.
- Track record of selling subscriptions or SaaS in a B2B environment.
- Experience in the security or business services industry is a plus.

Compensation

We offer a competitive base salary with bonus potential, plus commissions that are uncapped and accelerate with sales achievement. The position also qualifies for benefits including healthcare, vision and 401(k).