



Video Solutions for Security Professionals

Inside Sales Associate

We are seeking energetic and motivated individuals to join our Sales Team!

We offer **Base + Bonus/ Uncapped Commission.**

Key Responsibilities:

- Approach and connect prospective clients with sales calls, emails, and build a good and effective network and relationship with prospective clients.
- Generate new customer relationships and engage them regularly when new products are launched.
- Assess and validate customers' needs on a regular basis
- Maintain an in-depth knowledge of the complete line of products & services; embrace security system technologies and their applications via training and research.
- Maintain up-to-date knowledge of market and product trends.
- Other duties as assigned.

Job Requirements:

Education/Experience:

- A Bachelors' Degree in Business Admin, Computer Science, Engineering or related technical field, or equivalent industry experience a plus
- 1+ Years of Professional Experience in Sales or related areas
- Experience in security system industry is highly desired
- B2B telemarketing experience is preferred
- Newly Graduates welcome to apply
- Open to Sponsor OPT/H1B
- Bilingual a plus!

Skills:

- Ability to communicate clearly, concisely and professionally in written responses to emails and oral responses to calls
- Ability to respond to customers in a timely and effective manner
- Computer proficiency including Microsoft Office (Word, Excel, Powerpoint, Sharepoint, Outlook)
- Energetic and positive attitude, and enthusiasm to excel

Other Requirements:

- Willing and able to work additional hours when needed
- Bend, lift, open and move product and related office items varying in weight from 1 to 30lbs, depending on need