



Inside Sales Representative

Innovative Circuit Technology (ICT) is currently seeking an organized, well-spoken, self-motivated and energetic individual responsible for generating revenue by soliciting and obtaining sales orders through inbound lead follow up, working closely with ICT account reps and ICT channel partner reps to convert sales leads and generate revenue for the company.

Reporting to the Vice President, Sales & Marketing, the Inside Sales Representative will be required to support customers by selecting the correct products and solutions to suit the customer's application requirements, and sending qualified opportunities to the appropriate ICT account manager for follow up.

Responsibilities

- ▶ Support all in-bound phone and web inquiries
- ▶ Research, qualify, develop and convert incoming sales leads
- ▶ Follow up on trade show leads
- ▶ Make outbound calls to potential customers
- ▶ Route qualified opportunities to ICT sales reps for further development and closure
- ▶ Establish relationships and work closely with channel partners and ICT account managers to build sales pipeline and close deals
- ▶ Understand customer needs and technical requirements and match those requirements to propose an ICT solution
- ▶ Provide online demonstration of products to prospects
- ▶ Support day-to-day sales inquiries from ICT's distributor sales reps and end-user customers – product recommendations, part number selection, solution sales, pricing and lead time requests
- ▶ Maintain thorough knowledge of ICT products and solutions
- ▶ Maintain thorough knowledge of competitive products and solutions
- ▶ Maintain detailed records and update sales funnel through Salesforce.com CRM tool
- ▶ Remain current on industry trends, product applications, market activities and competitive products
- ▶ Provide important market and customer feedback to ICT for product improvements and new product development



Requirements

- ▶ Degree or diploma in a technical discipline, preferably electrical and electronics engineering
- ▶ Inside sales experience with a track record of:
 - Meeting sales revenue targets and objectives
 - Closing sales
 - Building relationships
 - Cold calling
- ▶ Professional phone presence with active listening skills
- ▶ Inquisitive nature used to solicit detailed information from the customer
- ▶ Ability to multitask and change priorities to consistently meet and exceed customer expectations
- ▶ Excellent verbal and written communication skills are essential
- ▶ Ability to speak French and/or Spanish in addition to English is desirable
- ▶ Presentation and product demonstration skills
- ▶ A strong drive to succeed is essential to this position
- ▶ Proficient knowledge of PC applications such as Outlook, Word, Excel, PowerPoint and Salesforce.com

About ICT

ICT is a leading manufacturer of power system products for land mobile radio, fixed wireless broadband and industrial power markets. Our power solutions help improve uptime, reliability and quality of service by providing reliable remotely monitored and controlled power to critical communications equipment. For more information, please see www.ict-power.com.

Interested candidates should send resume and cover letter to: blair.clements@ictcorporate.com