



XetaWave Inside Sales Manager

Job Overview

The Inside Sales Manager position is responsible for managing and developing the inside sales process, generating revenue from new and existing customers and supporting XetaWave's outside sales team. This position will also provide account management to our reseller channel as needed. You will be responsible for achieving quarterly and annual goals using the phone and when needed, arranging face to face meetings. This role is ideal for candidates who enjoy selling, are achievement oriented and have a track record of exceeding annual sales goals through strong collaboration with partners and internal stakeholders. The ideal candidate is success driven, works well in a diverse team and enjoys working in a start-up environment. The position is based in XetaWave's corporate headquarters in the Colorado Technology Center in Louisville, CO.

Functions and Responsibilities

- Develop inside sales process that results in generating new leads and opportunities from internal and external lists, and from trade shows and other marketing initiatives.
- Respond to all incoming sales inquiries - phone, email, and online.
- Deliver on sales goals as determined by VP of Sales.
- Enter and track leads into CRM system.
- Support outside sales and technical support as needed.
- Work with marketing on customer and partner outbound communications.
- Coach and develop direct reports.
- Establish a schedule for making calls to existing customers to assess how radios are performing and gather voice of the customer feedback.
- Develop a strong working knowledge of the XetaWave product portfolio, applications, and product points of difference for different vertical markets through self-directed learning.

Required Experience and Skills

- BS; business or engineering majors preferred or equivalent experience.
- Three to five years in a sales representative role; within industrial wireless communications, M2M industry preferred.
- Knowledge of SCADA within Oil and Gas, Water/Wastewater and Utilities industries preferred.
- One year of prior management experience or demonstrated willingness and ability to learn management basics.
- Consistent achievement of sales quotas.

cont.



XetaWave Inside Sales Manager, cont.d

Required Experience and Skills, cont.

- Hunter mentality.
- Strong interpersonal skills.
- Exceptional written and verbal communication skills.
- Hardworking, persistent, and dependable.
- Positive and enthusiastic.
- Team Player, natural leader

To Apply

Please send your resume along with a cover letter to careers@xetawave.com.