

Inside Sales Representative

REPORTING:

VP of Worldwide Sales and/or Regional Sales Director

LOCATION:

Cork Ireland (SensL Headquarters)

POSITION TYPE:

Full time with standard benefits

JOB DESCRIPTION

SensL is seeking an experienced inside sales representative to join its team to help identify, support and close new business opportunities for its customers which are located worldwide.

The ideal candidate has 5+ years of sales experience in a growth oriented high tech company with a relevant education/experience background in electrical engineering and expertise in physics. Prior experience in a technical design role before making the jump into technical business sales is a real benefit as the SensL product line comprises semiconductor components, subsystems, and system level hardware/software elements.

This is a real hands on and exciting job where you will work with a small team and be involved with all aspects of sales. You'll be based in our Cork Ireland headquarters office and work daily with end customers around the world. The role includes all aspects typical of an inside sales representative including:

- Lead generation in defined markets and geography
 - Phone calls (some cold calling)
 - Emails
- Lead & quote follow-up
 - Responding to phone and web inquiries for technical questions and sales quotes
- Customer qualification
 - Organizing tactical sales vs. OEM/strategic sales
- Technical product presentations (over the phone using SKYPE and WebEx)
 - Company and product overview
 - Application specific needs discussion
- Interfacing and supporting SensL Regional Sales personnel
 - Customer meeting scheduling/coordination
 - Meeting action follow-up
 - CRM management
- Generating proposals and sales quotes
 - Utilizing CRM system (SalesForce)
- Managing regional deal pipeline

- Generating reports and helping with accuracy/updates
- Customer order entry & customer order follow-up
 - Working with operations to ensure proper entry of orders
 - Tracking critical customer shipment needs
- Basic marketing communication support
 - Writing Email blasts
 - Webinar coordination
 - Sales campaign coordination

THE CANDIDATE

The work environment is very collaborative and interaction with SensL engineering and management will be frequent. An extroverted personality with attention to detail is critical for success. Excellent phone and written skills are required.

Flexibility to work staggered shift hours (i.e. some mornings early to support Asia and other evenings late to support USA) and some international travel (<10%) will be required at times.

A four year college/university degree is required. Pluses include technical degree, expertise or prior experience in physics, end design experience in one of SensL's target markets, prior technical sales experience in an inside sales capacity. Startup/small company experience is also a benefit but we like big company people too!

ABOUT SENSL

SensL is the leading supplier of low light detectors called Silicon Photomultipliers (SPM) which are on the forefront of replacing legacy vacuum tube based photomultiplier tubes which is a \$B market. The Company was established in 2004 and has over 1000 customers. SensL targets system designers and engineering personnel in a broad set of markets including medical imaging, biophotonics, hazard and threat detection, and LIDAR. In addition the academic research community is also a strong market/user of SensL technology.

More information is available on the SensL website at www.sensl.com

CONTACT

Please send your CV to jobs@sensl.com

Please note we may not be able to respond personally to all submissions directly but we will confirm receipt of resumes. We would appreciate a cover letter that outlines your experience as it relates to this job specification.

SensL does not accept CV's from recruiters.