

Inside Sales Representative
Both VMS and TAM roles are included in this description

Company Description:

IDSY, the leading provider of end-to-end wireless asset management solutions, is offering great opportunities for Inside Sales Representatives to help us qualify prospects, execute demand generation campaigns, and close more business.

IDSY is headquartered in New Jersey and is a publicly-traded (NASDAQ: IDSY) technology company that provides complete solutions for wireless asset management for Fortune 500 companies, and now SMB opportunities after a recent acquisition. Our products provide significant operational cost savings and safety benefits that are well documented, and are integrated into the daily operations of the world's most demanding customers. www.id-systems.com

We have two major groups that need inside sales team support: Vehicle Management Systems and Asset Intelligence:

For Vehicle Management Systems, I.D. Systems designs and delivers products which focus on facility and campus logistics operations via its vehicle management solutions. These systems monitor and control vehicles in warehouses, manufacturing facilities, and airport/seaports. Our SMB product line of similar systems is marketed by our Keytroller Subsidiary out of their Tampa, Florida offices.

Asset Intelligence, a subsidiary of I.D. Systems, is based in Plano, Texas, and is a leading provider of trailer and container tracking solutions for truck-load carriers, private fleets, leasing companies, and freight transportation providers. We offer a full range of telematics solutions to improve fleet productivity, utilization and profitability.

We are currently recruiting Inside Sales Representatives for both IDSY/Keytroller and Asset Intelligence solutions. The IDSY/Keytroller-focused role can be based in either Woodcliff Lake, NJ or Tampa, FL (Tampa is preferred). The Asset Intelligence role can be based in either Woodcliff Lake, NJ or Plano, TX (Plano is preferred). No other locations are possible, and locally-based candidates should apply (no relocation is available).

Inside Sales is part of our Marketing organization, and these positions will report directly to the Vice President of Marketing at IDSY, who is based in New Jersey. Close daily cooperation with our direct and channel sales teams, and various marketing colleagues is expected.

All employees are offered an excellent benefits package including medical, dental, vision, voluntary life, short/long term disability, flexible spending, 401(k) plan, and paid time off. IDSY stock grants are a part of our total compensation model.

If you thrive in a growing, high-energy, results-driven culture, we have a career opportunity for you!

Detailed Position Description:

I.D. Systems' Inside Sales Representative will be responsible for identifying, targeting, qualifying, and developing new business leads and opportunities with prospective customers. These may be end-buyers or systems resellers/dealers. Campaigns maps will be established by marketing and sales leaders, and the Inside Sales Representatives will be tasked with execution of those campaigns – mostly through email and telephone contact activities. Experience and skill in creating outbound marketing campaigns is a plus, but is not a requirement, as these campaigns will mostly be developed by other team members.

Upon completion of training, Representatives call and email prospects to assess, qualify, and potentially sell our solutions. In most cases, well-qualified leads will be passed to one of our direct or channel sales team members, or to 3rd party dealers/resellers. The Inside Sales Reps will document and communicate the details of these leads to follow-on sales reps, support any follow-up customer communications that might be necessary, and then track those leads through our sales cycle to win/loss completion. IDSY uses Salesforce.com and Pardot and Hubspot software for lead tracking and management. Candidate's prior experience with these systems is an important consideration.

The Inside Sales Representative will work closely with Marketing & Sales on the development and execution of outbound campaigns. S/he will be responsible for generating interest, educating prospects, providing implementation quotes, performing customer contact research, ensuring effective lead nurture cadence, while continually updating account records in CRM systems.

Primary Responsibilities:

- Understand the technical details of our solutions, their operational functions, resulting productivity and safety benefits, and be able to quickly explain their return-on-investment.
- Understand the intent of campaign assignments, then map out a call/email pattern and cadence to effectively execute assigned campaigns.
- Perform market & customer segment research activities to map out an effective penetration approach, better understand raw lead sources, find appropriate decision-makers at those prospective clients. IDSY will provide selected databases and access to LinkedIn tools to assist with this effort.
- Call/email prospective customers to generate and gauge interest, educate prospects on the benefits and features of our solutions, present and propose detailed solution capabilities and services offered that are most relevant and compelling to the person contacted, generate proposals that can be directly transmitted to that prospect, or book next-stage meetings/calls when those leads are transferred to sales/channels/dealer reps.
- Conduct GoToMeeting/Skype presentations, being able to quickly and effectively demo the product, explain the value proposition and path to gaining benefits (emphasizing how our systems are easy to buy, implement, use, and quickly deliver value).
- Resolve customer objections and move them to the next sales phase, or to close.
- Handle a broad pipeline of prospects at various stages and ensure that proper attention is paid to every prospect. Responsiveness to prospects with immediate needs for information is critical.
- Maintaining customer satisfaction post-implementation by selling what we have and what works is critical. Being available to support buyers who you have contacted previously, if they have post sales concerns is critical, even if that opportunity has been passed on to colleagues.
- Achieve the short-term sales targets and improve overall market awareness and goodwill of the organization. Your phone/email communications style must reflect the values and tone of our company – one built from many years of solid support and service to our repeat customers.

Critical Requirements:

- Should become expert in handling CRM software and other common computer software such as GoToMeeting/Skype, MS PowerPoint, Outlook.
- Demonstrate the phone/email skills and style necessary to educate and engage prospects. Show compelling and persuasive presentation and demonstration skills.
- Demonstrate confidence and exceptional verbal and written communication skills.
- Creative thinker with the ability to resolve critical problems and concerns.
- Outstanding organizational skills, management skills, and the ability to be energetic and enthusiastic despite typical sales setbacks.
- Ability to analyze a market to identify and reach potential clients.
- Target-oriented, but willingness and ability to work in a team environment.
- Must possess the ability to work independently in many situations – you may well be in a sales office, and not resident with your direct manager.

Salary: DOE and full benefits package
EOE M/V/F/D

Please visit www.id-systems.com for more information on our company