

Position Description

Title: Inside Sales Representative (US State & Local Government)
Reports To: Director of Sales
Position Type: Full time
Department: Sales
Location: California (remote)
Date Prepared: October 2021

Advanced Environmental Monitoring (AEM)

www.aemontoring.com

AEM is combining global leaders to provide reliable and innovative environmental monitoring and analysis solutions. Our family of innovators offer world-class technologies and services, including sensors, dataloggers, telemetry, and software that provide advanced analytics and prediction. These technologies enable decision makers to improve their reaction time to weather and environmental events, helping to protect communities, people, and infrastructure.

Inside Sales Representative (US State & Local Government)

Remote (California)

Job Description

The Inside Sales Representative on the US State & Local Government team will be responsible for small to mid-tier deals in the assigned, multi-state territory including new and existing clients and inbound lead follow-up. This position will own and be accountable for the sales management process. This entails prospecting, lead generation and qualification, identifying opportunities, to RFP responses, and to contract closing. The Inside Sales Representative will work in coordination with Outside Sales, SDR and Sales Engineering resources will build and manage a pipeline and funnel of business for the territory.

A successful candidate is a highly organized, self-starting team player, who listens and asks questions in a consultative sales approach to understand the agency's requirements and help map AEM solutions to address those needs. The ideal candidate will be able to conduct virtual and telephonic meetings in a fast-paced environment and deliver results.

Duties and Responsibilities:

- Proactively seek new client acquisition opportunities
- Upsell existing client base with product extension and higher value services
- Respond to inquiries from prospects to define needs and recommend solutions
- Research accounts and identify all stakeholders for account and call planning purposes
- Maps, understands and navigates a prospects' informal and formal decision criteria, budget process, and decision makers
- Seek referrals from existing clients to upsell other clients
- Meet and exceed sales goals
- Coordinate with Outside Sales, SDR, Sales Engineering and Field Service resources to be responsive to clients
- Provide timely and accurate sales forecasts and reports to management
- Manage sales pipeline using Salesforce.com and Outreach

- Research the state and local government bid sites for potential solicitations
- Prepare detailed presentations and proposals
- Be well informed and communicative about current industry trends
- Able to juggle priorities and be responsive to clients and management alike

Knowledge, Skills and Abilities:

- Understanding of CRM systems, specifically Salesforce
- Strong bias for action and self-motivation; results driven with meticulous attention to detail
- High aptitude for the industry, products, software, services, and markets
- Excellent written and oral communications skills, including attention to detail when communicating
- Demonstrated experience conducting presentations
- Ability to solve problems, negotiate positively, generate referral business, and persuade others
- Ability to travel periodically in the territory

Credentials and Experience:

- Bachelor's degree, or a relevant combination of education and experience
- 2-3 years recent, related experience successfully selling technology or environmental products and services
- Must have a valid driver's license, plus good driving record
- Available to travel if required

How to Apply:

Qualified applicants are encouraged to apply in confidence to hr@aemonitoring.com with a cover letter and resume that clearly demonstrates your interest in this position.

We thank all candidates who apply; however after initial acknowledgement of application, only those selected for further consideration will be contacted.

AEM is an Equal Opportunity Employer.