



Status: Full time, employee

Reference code: MDT Software, Inside Sales

Location: USA-flexible

MDT Software is a market leader in specialized, industrial automation software for Fortune 500 corporations. Manufacturing and process plants use our applications to automatically back up programming changes to their automation devices, ensure program security, restore plant PLCs, reduce factory downtime, provide for disaster recovery, and enable peak automation software and process performance. MDT Software supports major manufacturers of PLCs, robots, CNCs and PC-based automation systems on an international basis.

We are seeking to hire an enthusiastic inside sales representative with experience in the manufacturing automation environment.

DUTIES:

- Contact and qualify prospects via networking through existing customers and limited cold calling
- Schedule (or conduct) web demonstrations and maintain detailed notes in our lead tracking system
- Assist outside sales team with various administrative and sales tasks
- Demonstrate comprehensive product knowledge to effectively articulate benefits to prospects
- Willingness and ability to work remotely

REQUIREMENTS:

- Associates or bachelor's degree in a technical discipline.
- Ideal candidate will have a minimum of 2 years of experience working with manufacturing automation software.
- Inside Sales experience preferred but not necessary
- Preferred relevant sales experience with manufacturing software or hardware.
- Have excellent people skills and talent working with both external and internal customers
- The ideal candidate will possess a high energy level, outgoing personality and be results oriented.

SKILLS:

- Strong interpersonal and communication skills (oral, written, presentation)
- Must be highly organized and self-motivated
- Positive and energetic attitude
- Knowledge of Word, Outlook, Excel

No relocation or sponsorship is available.

MDT Software offers an attractive salary and benefit package including medical, dental, life & disability benefits, paid vacation and a 401k plan with company contributions. For confidential consideration, please email your resume and salary expectations to: recru-sales@mdtsoft.com. If you do not meet these requirements, you will not be considered for this position. EOE.