

Data911 is a rapidly growing, innovative company focused on the current, future and ever-changing needs of Public Safety. Since 1984, Data911 has been a provider of comprehensive software solutions for police, fire, emergency medical, sheriff, utility/trucking and other specialized Public Safety departments. Data911 has been designing, manufacturing, and supporting custom vehicular PC hardware since 1988.

Currently Data911 has shipped over 25,000 computers worldwide and we are always exploring ways to improve product offerings, product design, and increase profitability. Data911 offers an outstanding benefits package including medical, dental, vision, 401K, long term disability, life insurance, and generous compensation.

INSIDE SALES REPRESENTATIVE . Saint Louis, MO

The Inside Sales Representative works closely with the assigned Regional Sales Manager(s) to execute the sales and marketing strategies for the assigned territories and/or accounts. Primary objectives include meeting or exceeding sales, customer satisfaction, and overall productivity targets. These objectives will be accomplished as a team with the Regional Sales Manager(s).

Responsibilities:

- In conjunction with your assigned Regional Sales Manager, meet or exceed all revenue, sales and customer satisfaction targets for your assigned territories. Targets include installed base, upgrades and new business.
- Customers include both end user customers and resellers.
- In conjunction with the Regional Sales Manager, complete a Territory/Account Plan annually. The roles and responsibilities of the Inside Sales Representative should be clearly defined and agreed to. The Inside Sales Representative reports directly to the VP of Mobile Product Sales.
- Act as the internal contact with Data911 for your assigned Regional Sales Manager and communicate with the Production, Service, Marketing, and Finance departments as needed.

Your responsibilities include:

- Schedule product demonstrations with new prospects
- Prospect for new opportunities
- Provide quotations to customers and assist in proposal preparation
- Follow up on any order issues: prices, part numbers, delivery etc.
- Expedite orders as needed
- Follow up on Accounts Receivable issues
- Ensure that the customers and resellers have the most current product and pricing information
- Follow up on leads distributed to the Regional Sales Manager
- Assist in the preparation of sales orders
- Maintain an eval unit register for units deployed in your area
- Maintain an accurate database of all customer contacts and all activity related to each customer.
- Work with the Regional Sales Manager to ensure that accurate forecasts are prepared and submitted in a timely manner as required.
- Maintain excellent relationships with customers and prospects through regular contact and follow-up.
- Attend regional, national, and international trade shows and conferences as needed

The successful applicant should possess:

- Experience as a Inside Sales Representative in a high tech environment
- Experience supporting both resellers and end users
- Excellent knowledge of the MS Suite of Office Products, including Word, Excel and PowerPoint
- Thorough knowledge of CRM applications
- Excellent communications and interpersonal skills
- Proven ability to work meet deadlines
- Self Discipline - track record of superior initiative, drive, and self-motivation
- A Team Player attitude

Please send your resume to:

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