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Internal Technical Sales Representative

SUMMARY:

The Internal Sales Representative is a key role within the company. The Internal Technical Sales Representative will be the primary point of contact for activities related to in house Sales, Marketing and Finance. The Internal Technical Sales Representative will also be responsible for sales forecasting, developing opportunity for growth, market penetration, analytics, productivity, CRM maintenance and other sales support functions. This position reports directly to the National Sales Manager. The success of the Internal Technical Sales Representative role is determined by meeting sales targets while maintaining overhead of operations on budget.

Essential Duties

- Develop an in-depth knowledge of Ambilabs® core products and services and utilize this knowledge to successfully generate sales and provide support to a small and dynamic outside sales team.
- Meeting / exceeding Sales performance leading indicator metrics on a week by week basis
- Prepare and send technically detailed quotes and proposals to clients.
- Provide monthly reports on sales results and forecasting in a timely manner via company tracking tools.
- Update and maintain CRM database in timely manner including documentation of reach outs, creation and update of opportunities, and utilizing reporting functions for metrics.
- Contribute to and be part of the national sales and operations strategy for business growth.
- Effectively manage sales related expenses to ensure delivery of internal gross margin goals.
- Perform sales calls and organize customer visits for outside sales reps
- Responsible for identifying processes and procedures needed and develop and implement accordingly in conjunction with the National Sales and Operation Manger.
- Remain knowledgeable of key processes, business initiatives and internal resources in order to assist the sales team in accomplishing company goals.
- Work closely with General Manager to address contract issues or concerns and to ensure the timeliness of contract review.
- Work effectively with internal support personnel (Marketing, Professional Services, and Product Development) to develop effective sales strategies that promote sales to new and existing customers.
- Work closely with marketing personnel to create, implement, and track successful marketing campaigns that maximize Ambilabs's® visibility with industrial, government, consulting, and research organizations and facilities.
- Continuously research and remain knowledgeable of industry trends and competition.

- Assist in trade show preparation
- Light Travel Required
- Daily completion of time tracking reports.
- Representative will assist the Regional Sales Representatives covering United States and Canada, as well as the Caribbean, with focus being on the USA.
- Assist with Project Management and Tracking
- Minimum Requirements and Qualifications:
- 2 or more years of sales related experience in a scientific field
- Bachelor's Degree in Science or Equivalent work experience
- Strong Interpersonal, oral and written skills
- Must be able to and willing to travel as required

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