



CETECOM (www.cetecom.com) is a leader in the wireless communications and banking/mobile payment testing industry with test labs in the US, Europe and Asia. Our clients include the best known and most influential companies in the world as well as highly innovative new comers. We focus on both proven and emerging technologies such as GSM/GPRS, EDGE, W-CDMA, LTE, 5G, Bluetooth, 802.11x, etc. and have test labs around the globe.

For our team at our location **Milpitas, CA** we are looking for an

Inside Sales Representative

in fulltime. As an Inside Sales Representative at CETECOM, you will be part of a high performance team and play an integral role in the success of both our customers and CETECOM.

Your Responsibilities:

- Execute consistent outbound approach making 50 outbound calls daily and logging all activities in Salesforce CRM.
- Consistently achieve or exceed revenue performance targets – monthly, quarterly, and annually.
- Work together with the field sales team to create and manage territory and detailed account plans for top tier customers.
- Prospect and develop business, respond to RFPs, understand customer testing and certification objectives, scope projects accordingly and develop winning proposals.
- Work closely with marketing, engineering, operations and the sales leadership team to both determine new approaches to achieving breakthrough performance and to win and grow large accounts.
- Establish short and long-term goals in line with sales quota and corporate objectives.
- Follow up with customers during and after their project to ensure complete satisfaction.
- Understand competition in region and general business climate.
- Possess and continually develop and maintain the strongest of skills through advanced training, study and work experience; also continually work on being self-taught as formal training in emerging technologies may not exist.

Job Requirements:

- Bachelor's degree – technical background helpful/technical aptitude required.
- Ability to work with minimal supervision as part of a multi-disciplinary team. Possess a strong work ethic and ownership of project and can-do approach
- Strong written and oral communication skills. Must be able to clearly communicate technical matters to customers and internal teammates alike.
- Experience with Salesforce CRM a plus, but not necessary.
- Integrity and ability to maintain confidential and sensitive information.
- Sense of humor and enjoyment of your work.
- Practical problem solving approach.

We offer competitive salary along with an excellent benefits package including 100% employer paid medical/vision/dental/disability/life insurance, 401(K) plan with 100% matching, tuition reimbursement, a generous PTO plan, paid holidays, and more.

For consideration, please submit your resume to HR: us-hr@cetecom.com