

JOB TITLE: Inside Sales Leader – North America	LOCATION: Houston Tx
DEPARTMENT: Exertherm Inc – North America Sales	LINE MANAGER: Neil Riley
DATE PREPARED: 22 May, 2023	CONTRACT TYPE: Full Time

Exertherm is the pioneer and global leader in helping the Energy Industry, Data Centers and other critical infrastructure achieve higher electrical system resilience and efficiency, for a better world with safer and more sustainable operations.

JOB PURPOSE

We are a disruptive B2B thermal monitoring solutions company providing data rich and IIoT ready 24/7 monitoring equipment for electrification systems globally.

Due to increasing demand for our award-winning solutions, we're looking for a **Inside Sales Leader – North America** to join our expanding team to be responsible for driving growth and customer satisfaction in the region.

RESPONSIBILITIES

Define, plan and drive all inside sales activities within North America, training and support in boosting growth of our thermal monitoring solutions, in close collaboration with Segment Sales Leaders and the Global Marketing Team.

- **Build a sales funnel** generating leads via cold calling, emailing and other lead-generation activities.
Maintaining and updating the lead generation CRM platform.
- **Handling incoming queries** and building good client relationships. Ensuring all leads are well qualified by identifying the correct decision makers and understanding their requirements.
 - Tech-savvy with experience using Microsoft Office.
 - Proficiency using customer relationship management (CRM) software, ideally HubSpot.
- **Engage with Sales** by handing over qualified leads to the respective Regional Sales Leaders with the objective of closing the sale.
Achieving monthly/quarterly/annual targets as set out by the business.
- **Training:** Drive inside sales efficiency by ensuring appropriate methodical and solutions knowledge (technical, sales, ...). Ensure know-how sharing and cross-collaboration.

QUALIFICATIONS, PERSONAL ATTRIBUTES AND COMPETENCIES

Qualifications, Knowledge and Managerial Experience

- Educated to Bachelors (electrical engineering, industrial engineering, computer science, business, ...) or equivalent degree level.
- At least 2 years of experience in driving either Inside Sales, Marketing, Communications, Business Development, ...

Skill sets

- Previous experience of marketing or selling into industrial markets of North America, ideally in the electrification / power systems space.
- Excellent communication skills in English, both written and verbal (additional languages are a plus).
- Critical thinker that identifies areas of improvement in own as well as adjacent functional areas.
- Tech-savvy with experience using Microsoft Office advantageous.
- Proficiency using customer relationship management (CRM) software, ideally HubSpot.

Behaviours

- Good team player
- Quick, agile, confident, thoughtful, with the ability to bring new thinking and ideas.
- Well organized with the ability to plan a workload to achieve deadlines.
- Ability to work both in a Team and alone when necessary.
- Ability to deliver projects to timescales.
- Fastidious but fast moving.
- Excellent attention to detail, and a collaborative and proactive manner.

Please send your Resume to hr@exertherm.com quoting the job title in the subject field in the first instance.