



## Monnit Sales Representative

Wage information:	Depending on experience.
Reports to:	V.P. of Sales
Education:	Bachelor's degree preferred
Experience:	3-5 years in Sales preferred; previous account mgmt. preferred
Location:	Salt Lake City, UT - No remote office option available
Required travel:	Some
Date:	Immediately
Correspondence:	E-mail <a href="mailto:careers@monnit.com">careers@monnit.com</a> only. NO CALLS OR DROP-INS accepted.
Schedule:	Full time: Monday – Friday 8:00am – 5:00pm

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### Summary/Objective

Ready to join the industry leader in wireless-sensing solutions company focused on the Internet of Things (IoT) as a Monnit Sales Representative?! We are looking for self-starters with a desire to assist customers in solving their problems with Monnit solutions. Sales Reps are responsible for direct business-to-business sales and presents to all levels of influencers (C Suite to purchasing) and must be able to tailor communication and presentation approaches depending on the audience.

### Job Responsibilities

- Gain a mastery of Monnit's growing product lines of sensors, gateways and software and intelligently discuss the products in a consultative manner.
- Understand customer goals and challenges and then establish Monnit's products as the best solution available.
- **Pipeline management is a must for this position.** Manage a large pipeline, including identifying top accounts, promising/developing accounts, and providing monthly, quarterly and annual projections.
- Develop, enhance, or refine sales pitches by vertical market based on information discovered during sales calls.
- Share with other team members information gleaned during the sales process that they can leverage as well with their accounts to achieve success.
- Consistently reach and exceed monthly sales goals.
- Responsible for customer follow-up
- Create personal marketing plan
- Use excellent oral communication and best practices in customer service when interacting with customers

### Skills/Qualifications

- Fluent in English and possess strong communication skills, as liaison with clients and colleagues is a large focus of the job
- Proficiency in typing at least 30WPM is required (you will be required to take a typing test)
- Have an aptitude for technical products
- Organized and possess a high level of administration ability
- Previous prospecting and appointment setting skills expected
- Provide exceptional customer service
- Ability to effectively set sales objectives and meet them
- Integrity, honesty and punctuality are expected
- Highly driven with an execution focus and strong sense of urgency
- Must be proficient with MS Office products (Excel, Word, PowerPoint, Outlook), and Net Suite

***Monnit is an award-winning technology company considered a leader in the Internet of Things market, along with industry titans which include Samsung, Dell, Microsoft and Cisco. Please visit [www.monnit.com](http://www.monnit.com) for more details.***