



Remote Monitoring for Business

Monnit Sales Representative

Were you born to sell? Are you a quota crusher? Do you love the rush of selling products that solve customer problems? If so, then Monnit's the place for you.

Who We Are

Join an industry leader. Be part of our diversified team of sales pros passionate about solving business problems through the transformative power of the Internet of Things (IoT).

We're committed to being the global leader in generating data from the connected things that boost business performance. Monnit provides remote monitoring solutions with 80+ IoT sensors to any business in virtually every industry.

What Will You Sell?

Sure, you're selling our sensors that connect many things like restaurant or laboratory freezers, factory machines, grow house power use, and so many more things to the IoT.

But you're ultimately selling people the opportunity to get data and alerts about some of the most important things in their business. Like when a fish tank gets too hot to breed zebrafish for human hearing research. Or when the core temperature in the nation's largest landfill is ready to combust. Or even when a refinery's hydrogen sulfide level rises, risking workers' lives.

You're selling Monnit Sensors and all of the highly valuable data they collect and send to our customers. Customers need data and alerts to solve their problems, and our sensors deliver them.

What Will You Do?

- Take and make prospective customer calls and quickly build relationships.
- Seek to understand customer challenges and goals.
- Expertly share the problem-solving capabilities of Monnit Solutions.
- Personalize sales pitches for virtually any business in any vertical market.
- Master the art of sales pipeline, funnel, and cycle management.

Basic Qualifications

- Excel in communication—written and verbal.
- Be a self-starter and deliver exceptional customer service.
- Stay organized and highly driven for sales excellence.
- Possess integrity, honesty, and punctuality.
- Share the features and benefits of technical products.

What's In It For You?

- Stand out individually while collaborating with a team.
- Get paid for talking to a small business owner one minute, then an enterprise leader the next—all while collecting the commissions in between.
- Work a schedule that gives you a great work-life balance.
- Enjoy medical, dental, and vision benefits.
- Invest in yourself with a 401K.

More About Monnit

The origin story of the Internet of Things (IoT) begins with Monnit. Before our inception in 2010, our founder was already at the forefront of embedding technology into machines and devices to make them talk, delivering valuable data to business leaders. Now and for more than a decade, Monnit offers remote monitoring solutions that deliver 25 billion data points to date in more than 85 countries for 45,000 customers. Monnit's 80+ IoT sensors remotely monitor temperature, light, humidity, water, vibration, and more. You can analyze data using iMonnit cloud software and get alerts via email, text, or call when our sensors detect a change you need to know.

Make a great career move to Monnit—an award-winning IoT company. Apply today at [Monnit.com/careers](https://monnit.com/careers).

****We're an equal opportunity employer and value diversity. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.****