

Inside Sales Representative

Overview

Optessa is seeking sales professional to join our team as an Inside Sales Representative (ISR). Through inbound and outbound efforts, you will be responsible for growing early stage pipeline by engaging with some of the world's most recognizable and respected manufacturing brands. The ISR will leverage sales and lead generation tools, events, programs, various platforms, as well as partnering with Channel Partners to identify and qualify potential opportunities and work them to close. The successful candidate will be highly motivated to drive revenue and business growth.

The Inside Sales Representative will be based in the Hazlet, New Jersey office.

About Us

Optessa is a leader in intelligent planning, sequencing, and scheduling optimization software with many successful implementations among top tier global manufacturers. Optessa products have wide applicability in industries as diverse as auto OEMs, suppliers, power equipment, electronics, semiconductor, mills, batch process industries such as food and beverage and paints and in the shipping and logistics area. Optessa has been on a strong growth trajectory for the last 5 years and has strong partnerships with major global consulting partners.

The company has offices in Edmonton, Alberta, Canada, Hazlet, New Jersey, USA and Goa, India. Optessa's leadership team combines deep expertise in software, mathematics, manufacturing, and optimization technologies with unmatched customer commitment. Optessa's team supports global deployment at more than 100 distinct manufacturing facilities and production areas.

Optessa offers competitive compensation packages along with a culture that values growth and retention of our employees while maintaining a good work and life balance.

RESPONSIBILITIES

- Work collaboratively with our marketing team to generate a viable pipeline from various sources by identifying, prospecting, developing, and qualifying leads who need a specific class of problems solved
- Perform outreach using a variety of tools to target selected personas and set up appointments
- Move the prospect through the various sales funnel stages towards securing a contract
- Conduct sales presentations, demos of the product, host customer meetings through conference calls or onsite visits
- Develop solution proposals encompassing all aspects of the application

QUALIFICATIONS

- Bachelor's degree; preferably in Business
- A minimum of 2 years of B2B technology vendor sales experience, preferably in the Software-as-a-Service / Manufacturing Planning & Scheduling space

- Proven track record in research-based target identification and performing outreach
- A demonstrated ability to quickly develop rapport over the phone in a professional and engaging manner
- Prior experience with CRM and sales management tracking databases
- Exceptional verbal and written communication skills
- Excellent presentation skills and an ability to engage audiences
- Knowledge of manufacturing terminology, preferably in the manufacturing planning and scheduling space
- Affinity with technology and ability to understand the product at detailed level
- Ability to work independently as well as with a team
- Highly developed selling, customer relations and negotiations skills
- Demonstrates resilience and the aptitude to drive results
- Strong customer focus with the ability to quickly instill trust
- This position may require extensive travel

EEO Statement

Optessa is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sexual orientation, gender identity, national origin, protected veteran status or disability status and will not be discriminated against on the basis of disability.