**Position: Inside Sales Representative**

**Location: Aeris Communications, Noida, India**

You’ve likely heard about self-driving cars. Maybe you own a FitBit or Apple Watch. Smart, connected devices like these are part of a new and rapidly growing industry called the "Internet of Things" (IoT), which is expected to grow to $19 trillion over the next 10 years as 50 billion devices are brought online.

Aeris is at the forefront of the IoT industry, building networks and applications to enable Fortune 500 clients like Chrysler, Honda and Bosch to design innovative new product offerings and improve operational efficiency. Headquartered in Silicon Valley with offices in Chicago, London, Noida, and Tokyo as well as other markets.

Our company is in an enviable spot. We’re profitable, and both our bottom line and our global reach are growing rapidly. We’re playing in an exploding market where technology evolves daily and acquisitions / consolidations happen left and right. We have a unique opportunity to pay our success forward, by providing a one-of-a-kind learning experience to a handful of talented people interested in learning about our industry, and technology startups in general.

We’re offering a full-time contractual role in Inside Sales profile that involves reaching out to customers and following up on potential leads. This will be a great opportunity to work alongside a dynamic sales team, understand IoT technology and the business in general and be part of a great team.

**What would you be doing?**

As an Inside Sales representative for IoT solutions, your responsibilities will include:

* Maintaining a list of potential leads and follow up with them by making subsequent sales pitches.
* Develops sales opportunities by researching and identifying potential accounts; soliciting new accounts; building rapport; providing technical information and explanations.
* Close new accounts by answering telephone, fax, and e-mail inquiries; verifying and entering information. Be able to engage prospects across channels with appropriate messaging and crisp sound-bites.
* Assist other sales colleagues with arranging meetings and sales calls with customers.
* Generate and qualify leads through multiple channels
* Actively track sales data and hit all required metrics
* Conduct research and groundwork where needed to engage prospects across verticals;
* Work effectively with multiple Aeris business units: Operations, Product, and Marketing.
* Nurture leads to ensure that they remain relevant from a pipeline perspective

The Inside Sales Representative position requires a person with amazing communication skills, determination and creativity. You will be the driving force behind Aeris Corporate bundled solution offering: building and maintaining meaningful relationships with key decision makers across the country.

**What you need for this position?**

* Bachelor’s Degree and 2+ Years of inside sales experience
* Good English and very strong communication skills needed
* Strong Excel and Market Research skills
* Ability to manage multiple high priority deals simultaneously and aggressively bring deals to a close
* Previous experience using CRM systems is a plus

**What is in it for you?**

* The ability to collaborate with our highly skilled groups who work with cutting edge technologies
* High visibility as you support the systems that drive our public facing, high traffic systems
* Career growth opportunities
* Get to work on one of the most exciting technologies out there surrounding the Internet of Things