



400 Technology Park Lake Mary, FL 32746

careers@autopower.com

Inside Sales Representative (Software and Technical Services)

AutoPower Corporation

AutoPower is hiring a commissioned Inside Sales Representative with a software and technical sales background! We are looking to hire a high energy, business development representative. The representative will be responsible for identifying and qualifying sales, software demonstration opportunities and proposal preparation and closing. We are looking for a self-starter that has excellent telephone/communication skills, is well organized, able to multi-task and comfortable/experienced in contacting and conversing with senior business executives.

About Us:

Established in 1978, AutoPower is the leader in providing "Profit by Intention" integrated warehouse distribution business systems. Our next-generation solutions provide new levels of supply-chain efficiency for automotive and heavy-truck aftermarket distributors, truck and equipment installers and heavy-truck vehicle service and repair centers. Based on decades of extensive industry experience and software development, our applications provide comprehensive powerful technologies that optimize effectiveness and improve profitability. Located in Lake Mary, Florida, AutoPower installations can be found throughout North America.

Job Description

The Inside Sales Representative develops leads within the existing customer base and new opportunities across the US in the automotive and heavy-truck aftermarket industry. Works in collaboration with the support and programming team in performing various sales activities as assigned by the management. Primary responsibilities include prospecting, discovery of needs, online demonstrations, proposal presentations and completion of the sales process.

Responsibilities:

- Sell AutoPower solutions to existing and new accounts.
- Drive sales to new and existing accounts via telephone to generate opportunities.
- Drive sales using other methods via email campaigns, direct mail, website
- Performs discoveries, online demonstrations, and proposal presentations.
- Work in collaboration with management to develop plans to meet or exceed sales quotas on an annual/quarterly/monthly basis.
- Record and track sales activities in current management program.



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- Accurately forecast future sales.
- Help develop sales and marketing materials, email campaigns and related content
- Maintain AutoPower's CRM contacts, groups. prospects.

Experience and Qualifications:

- 5+ years of business to business software sales experience
- Prior experience in software and technical services
- Focused "hunter" mentality to find, solicit, and drive new business to the company
- Proven track record of sales performance (inside or outside sales)
- Detail oriented, well organized, and have the ability to multi-task in a results oriented business environment
- Ability to articulate and deliver solutions based selling techniques
- Strong analytical and problem-solving skills
- Strong communication and interpersonal skills
- Proficient in Microsoft Office Suite
- Capable of using databases for managing contacts and overall CRM activities and assessing performance of yourself and the business
- Self-motivated to learn, accomplish tasks and reach goals
- Ability to manage time to focus on activities that grow pipeline and revenue
- Can work independently as a self-motivated member of team with contagious positive attitude
- Persuasive, confident oral and written communicator
- Demonstrate accuracy and thoroughness and monitors own work to ensure quality