

JOB DESCRIPTION FORM

Department Description
<p>The Sales Development / Inside Sales Team works with customers to create project based opportunities to accelerate revenue growth. As a Cambium Networks Sales Development Representative, you will work closely with internal and external partners to convert demand into sales opportunities and Cambium customers.</p>
Scope of Responsibilities & Position Expectations
<ol style="list-style-type: none">1. Sales/New Business Generation:<ol style="list-style-type: none">a. Be creative and implement activities to contact new customers and generate new business2. Sales:<ol style="list-style-type: none">a. Follow up with and Qualify leadsb. Consult with potential customers to uncover how Cambium can solve their business problems, then work with customers to define opportunities and convert to customer ordersc. Conduct outbound/cold call engagements and develop leads/prospects and close personally or in conjunction with the sales teamd. Develop relationships with Channel Partner Inside & Outside Sales teams and communicate effectively to hand-off qualified leads3. Sales/Technical:<ol style="list-style-type: none">a. Acquire at least a basic knowledge of our full range of Cambium products and services, the candidate must be able to create quotes to end customers to be executed by channel partners. Seek technical support initially but eventually gain the ability to work independently.b. Convey product knowledge to potential clients, adhering to company messaging and positioning.c. Continuously stay up to date on technologies relevant to the Cambium Business lines4. Build strength / Analyze:<ol style="list-style-type: none">a. Candidate MUST be prepared to support activities to track and analyze their own and the company's effectiveness in creating new businessb. Candidate MUST Document, track, monitor and update all leads and activities in CRM tool, as required
Knowledge/ Skill Requirement
<ol style="list-style-type: none">1. Personally drive and Energy to achieve and surpass goals2. Self-Starter with the potential to lead3. Strong interest in technology and Tech business, Previous Technology experience a plus4. Collaborative work style and commitment to get the job done5. Strong communication skills and ability to work with global teams6. Commitment to high professional ethical standards in a diverse workplace7. Previous Intern, Part-Time or Full-time Inside Sales experience a plus / Experience in dealing with both Direct and Indirect external customers8. Previous experience with CRM and ERP systems (experience with NetSuite / Salesforce.com a plus)9. Excellent computer skills, specific proficiency with MS Excel and an aptitude to learn new applications is required10. Bachelor's Degree in Business / Industrial Distribution / Engineering acceptable (2+ yrs. experience a plus but not required)11. Masters' Degree in Business Administration (a plus but not required)