

Business Development Manager

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Company: Innodisk Corporation

Location: Fremont

Category: other-general

Innodisk USA (we design and manufacture Industrial Flash storage (SSD) & DRAM Memory Modules), is growing and we are looking for an experience Sr. Sales/Business Development Manager with technical sales experience to sell Flash Storage (SSD) & DRAM Memory Modules to OEM's.

Job description:

Develop **new** business! We are looking for someone who can manage the whole sales process from beginning to end. That means from prospecting to closing and maintaining/building relationships.

Set up meetings, face to face visits, develop relationships with key customer's & decision makers. Target audience are: Engineer Managers, Hardware/Software Engineers, Design engineers, and Product Managers.

Generate leads.

Attend trade shows to promote Innodisk brand.

Prepare RFQ's.

Present Innodisk solutions to design in new projects.

Successful track record with credible cold calling and follow-up with key decision makers.

Demonstrated ability in the following areas: pre-call planning, opportunity qualification and objection handling, call structure and control, time and territory management.

Ability to thrive both independently and in a team environment.

Skills & Knowledge:

Strong verbal, written, and solid presentation skills.

Strong persuasive, communication, and negotiating skills.

Must be efficient with Word, Excel, Power Point.

Extremely proactive, highly organized, with proven ability to manage multiple tasks

Exceptional time management skills

Ideal Candidate:

Minimum 3 years of hands-on experience with selling computer hardware solutions (prior software or telecom sales okay too) preferred.

Flash storage & DRAM, OEM background.

Understand industrial markets. Vertical markets include Energy, Enterprise, Military, Medical, Networking, and Surveillance.

We are looking for a candidate who is looking to grow with us!

Job Type: Full-time

Benefits:

401(k)

401(k) matching

Dental insurance

Health insurance

Paid time off

Vision insurance

Schedule:

8 hour shift

Monday to Friday

Supplemental pay types:

Bonus pay

Commission pay

Job Type: Full-time

Work Location: In person

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