



Job Title:	Inside Sales Executive	Job Category:	Sales
Department/Group:	Sales	Job Code/ Req#:	CP10023
Location:	Westminster, CO	Travel Required:	Minimal
Level/Salary Range:	Salary based on experience. Competitive commissions and benefits package.	Position Type:	Full-time exempt
HR Contact:	Sarah Miller	Date posted:	January 9, 2015
Will Train Applicant(s):	Training on Cloudpath products will be provided.	Posting Expires:	When position filled
Applications Accepted By:		No calls please.	
FAX OR E-MAIL: http://smrtr.co/1A03f9x		MAIL: Cloudpath Networks Attn: Sarah Miller 1120 W 122nd Ave, Suite 302 Westminster, CO 80234 USA	
Job Description			
COMPANY OVERVIEW <p>Cloudpath Networks, Inc. provides Automated Device Enablement (ADE) solutions that simplify the adoption of standards-based Wi-Fi security, including WPA2-Enterprise, 802.1X, and X.509, in diverse BYOD environments. Founded in 2006, Cloudpath Networks invented the modern onboarding model for personal devices and continues to drive the industry's adoption of standards-based security en masse. The Cloudpath XpressConnect solutions are proven worldwide to bring simplicity to secure networks through automated and easy-to-use form and function. To learn more, visit (www.cloudpath.net).</p>			
ROLE AND RESPONSIBILITIES <p>The Inside Sales position will be located in the Westminster, Colorado office. Responsibilities include, but are not limited to:</p> <ul style="list-style-type: none"> • Sell Cloudpath Networks' products and/or services to established customers or new prospects directly (non-channel) via the telephone, social media, email or walk-in business • Participate in web-based product demonstrations and set up prospective customers with product trials • Attend special training of products and/or services to understand technical aspects of solutions • Handle entire inside sales process from lead to close, reaching or exceeding sales quotas • Solicit and maintain contact with current and prospective key accounts • Track all sales activity using Salesforce CRM, per company best practices (training provided) • Prepare and maintain records for sales leads and account status • Identify influential opportunities for Cloudpath (partnerships, etc) • Regular engagement with target audiences online, via social media, article comments, etc. 			
QUALIFICATIONS AND EDUCATION REQUIREMENTS <ul style="list-style-type: none"> • B.S. or M.S. required 			

- 3+ years of experience in sales
- Strong presentation, communication, and writing skills
- Strong analytical, diagnostic, and problem solving skills

PREFERRED SKILLS

- Ability to work both independently and closely with a team
- Ability to create processes and lead through rapid rates of change
- Ability to learn via hands-on experience

ADDITIONAL NOTES

- CLOUDPATH NETWORKS IS AN EQUAL OPPORTUNITY EMPLOYER.