



Inside Sales Representative

Photonic Design Automation software

Job Description:

VPIphotonics, a premier provider of professional simulation software for classical and quantum optical communication systems, integrated photonics, and fiber optics, offers a position in its headquarters in Berlin, Germany.

The Sales Representative will be responsible for successfully executing the inside sales process, including lead management, negotiation, and account care for a range of highly technical products in the EMEA region. A successful candidate will have a proven Software/SaaS Sales track record, winning new business while maintaining high customer renewal rates.

Salary will be negotiated depending on the candidate's qualifications and experience. If you would like to be considered, please send your resume to jobs.gsm@vpiphotonics.com

Responsibilities:

- Provide basic product knowledge to answer questions from customers in R&D
- Communicate externally with buyers and deal with procurement teams
- Communicate internally with group managers and application engineers
- Set sales goals and meet objectives set by leadership
- Develop meaningful relationships with customers to encourage trust and loyalty
- Follow up with cold and warm leads by phone, e-mail and social media
- Maintain CRM database

Qualifications/Experience:

- A bachelor's degree or equivalent work experience
- Understanding of the sales cycle and how to advance it using activities and resources
- Experience in software sales, preferably CAD, EDA, PDA software, is valued but not required
- Knowledge of CRM software and proficiency in Microsoft Office products

Skills and Abilities:

- Ability to gain a high-level understanding of highly technical photonic simulation and design tools
- Hungry to manage and convert inbound leads
- Ability to develop and manage multiple relationships, selling to all levels within an organization
- Embrace new challenges and bring ideas and a positive attitude to the table
- Excellent written/verbal communication skills to interact with senior-level contacts

About VPIphotonics

VPIphotonics sets the industry standard for end-to-end photonic design automation comprising design, analysis and optimization of components, systems, and networks. We provide professional simulation software and consulting services. Our award-winning solutions are used extensively in R&D and by product design and marketing teams at hundreds of corporations and academic institutions worldwide.

For more information, visit www.VPIphotonics.com