



Inside Sales Representative

Photonic Design Automation software

Job Description:

Join the VPIphotonics US Solutions Center in the Boston-area (Norwood, MA). The Sales Representative will be responsible for successful execution of the inside sales process including lead management, negotiation, and account care for a range of highly technical products the North American region. A successful candidate will have a proven track record in Software/SaaS Sales, winning new business while maintaining high customer renewal rates.

This is a genuinely rare opportunity to work alongside global equipment manufacturers, service providers and research institutes. VPIphotonics will provide comprehensive product training, in addition to an exciting and rewarding international career path. Occasional travel is required.

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.us@vpiphotonics.com

Responsibilities:

- Provide basic product knowledge to answer questions from sophisticated customers who work in R&D
- Communicate externally with buyers and deal with procurement teams
- Communicate internally with group managers and product development
- Set and meet sales goals and objectives set by leadership
- Develop meaningful relationships with customers to encourage trust and loyalty
- Follow up with cold and warm leads
- Maintain CRM database

Qualifications/Experience:

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

Skills and Abilities:

- Ability to gain a high-level understanding of a highly technical photonic simulation and design tool
- Hungry to manage and convert inbound leads
- Ability to develop and manage multiple relationships, selling to all levels within an organization
- Someone who is not afraid of new challenges and brings 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 professional consulting services. Our award-winning solutions are used extensively in research and development, and by product design and marketing teams at hundreds of corporations and at over 160 academic institutions worldwide. For more information, visit www.VPIphotonics.com