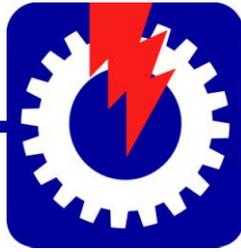


ELECTRO-MOTION



INCORPORATED

Job Description: Inside Sales - Service Contracts - B2B

This Sales role is designed to generate new service contract business. The majority of effort will be focused on outbound calling and emails to prospects while scheduling sales meetings as needed. With the support of others on the team, this person will create and execute sales campaigns targeting industry verticals and geographic areas. Our work environment is dynamic and technology based – we use Salesforce.com to manage our extensive database of customers and prospects. When opportunities are identified and qualified, we provide a detailed service contract proposal. Our approach is team-based and collaborative, leveraging the experience of our sales support team and customer service team in creating proposals, on-boarding new customers and renewing existing customer contracts. We measure our Sales Team success in terms of increases in the numbers of customers under contract.

We build strong relationships with our clients over a period of years by providing consistently high levels of service and a commitment to quality and responsiveness. Clients rely on us to maintain critical equipment and systems to ensure safety and avoid costly business interruptions. As a result, we enjoy a very high customer retention rate. We believe our reputation and loyal customer base is a strong asset to leverage new business opportunities.

REQUIREMENTS:

Attributes to be successful include being articulate/a strong communicator, sincere interest in building long-term customer relationships, strong work ethic, computer skills, research capabilities, adept networker and attention to detail. Must demonstrate previous success in a sales/marketing role, understand consultative selling and work well in a team environment. Experience with emergency standby power systems is a plus, but a serious commitment toward continuous learning about them is required.

Electro-Motion offers competitive compensation packages, which include paid time off (PTO), medical, dental, vision, retirement plan, etc. We do not offer relocation reimbursements.

This position is based in Menlo Park. Hourly compensation commensurate with experience and skills. Interested? Send cover letter and resume as separate Word attachments. Please do not include in the body of your email. Reference SA160920 in the subject line and email to hr@electromotion.com.

1001 O'Brien Drive Menlo Park, CA 94025

T: (650) 321-6169 • F: (650) 321-5043 • hr@electromotion.com • www.electromotion.com