



Inside Sales/Customer Trainer – Part-Time

Who is OmniSite?

OmniSite is an industry leader in machine-to-machine (M2M) monitoring solutions providing products and services to water, wastewater, and other industries across North America. We engineer, build, and support cellular devices that help protect the environment by detecting problems before spills occur. Our products are also used to monitor a variety of industrial and residential equipment. OmniSite is an equal opportunity employer. Find out more at omnisite.com/company.

What does OmniSite offer?

OmniSite offers a flexible schedule, a friendly and casual environment, and the ability to work within one of the fastest growing industries in the country.

- Up to 29 hours available per week
- Flexible scheduling between 8:00a and 5:00P Monday – Friday
- Competitive wages and merit increases
- Free lunch in café on Wednesday and Thursday
- Free workout classes on Tuesday and Thursday
- 401(k) plan with match

OmniSite operates out of its newly renovated 10,000+ square foot headquarters. Conveniently located just south of downtown Indianapolis, our building was originally built in the 1880s and now features an open concept, natural light, an exercise room, and employee café.

What is OmniSite looking for?

We are looking for an enthusiastic Inside Sales Representative to contribute in generating sales for our company and retaining customers. You will be responsible for closing sales deals over the phone and maintaining good customer relationships. You will also be responsible for addressing concerns of our current customers and working towards a resolution or providing training to ensure they remain a happy customer. Customer training will be a large part of the job. When it is found that a customer lacks knowledge on the use of our products, you will be responsible to set up and conduct webinar trainings on our GuardDog software.

An effective Inside Sales representative must be an excellent communicator and have superior people skills. They must be comfortable presenting products or services over the phone as well as dealing with complaints and doubts. You must be willing to learn and train existing customers on our GuardDog software package.

The goal is to help the company grow by bringing in customers and retaining current customers.

Job Responsibilities

- Contact potential or existing customers via telephone to inform them about a product or service using scripts
- Answer questions about products or the company
- Ask questions to understand customer requirements and close sales
- Direct prospects to the field sales team when needed
- Enter and update customer information in the database
- Take and process orders in an accurate manner
- Handle grievances to preserve the company's reputation
- Go the "extra mile" to meet sales quota and facilitate future sales
- Keep records of calls and sales and note useful information

Qualifications and Requirements

- Associates or Bachelors Degree, or a Current College Student in year 3 or beyond; Can substitute experience for education.
- Proven experience as Inside representative or other sales/customer service role
- Proven track record of successfully meeting sales quota preferably over the phone
- Good knowledge of relevant computer programs (e.g. CRM software) and telephone systems
- Ability to learn about products and services and describe/explain them to prospects
- Excellent communication and interpersonal skills
- Cool-tempered and able to handle rejection
- Outstanding negotiation skills with the ability to resolve issues and address complaints

To Apply

All interviews for this position are scheduled. Walk-in resumes and portfolios will not result in an interview.

Please send a resume and portfolio (either physical copy or link) to:

Email: recruiting@omnisite.com;

- Or -

Mail to Physical Location: OmniSite, 203 W. Morris Street, Indianapolis, IN 46225, Attn: Recruiting.