

## Job Description

We are seeking an experienced **Inside Sales Representative** who will support our growing product portfolio of **OptiTrack - Motion Capture Systems** in Europe.

OptiTrack brings to market high quality image tracking technology and unique computer control devices. It offers high-performance optical tracking solutions at the most affordable prices in the industry. As a result, it has become the favorite of industry leaders in VR, drones, game and film production, university education and research, engineering, robotics, industrial measurement, life science, sports performance, injury prevention, and many others. You can see the products at <https://optitrack.com/>.

The inside sales representative will be responsible for supporting the sales cycle of OptiTrack products in Europe.

### What You'll Do:

- Update and track lead progress in CRM system
- Update and processing new quotes
- Manage returns and RMAs
- Ensure customer NDAs are executed properly.
- Work with colleagues in Sales and Marketing to coordinate regular lead activity
- Ability to maintain acceptable standards of office conduct
- Ensure prompt and prospective follow-up of leads
- Coordinate resources to craft winning solutions for prospective customers
- Receive calls in the phone queue and talk to prospective customers
- Engaging new opportunities, maintaining existing relationships, and following up with our reseller/integrator networks through email and phone correspondence
- Responsible for uncovering new opportunities within assigned territories, introducing and creating preference for the company, and qualifying and developing leads
- Engage prospective customers to sell our products, availability and pricing
- Create and maintain strong business relationships with prospective customers
- Other duties as assigned

### What You'll Need to Bring:

- Professional degree or equivalent work experience
- 2+ years experience in a sales role
- Very good communication skills in English
- Additional language, especially German or French, is most preferred
- High level of attention to detail
- Ability to multi-task in a fast-paced environment
- Proficiency with CRM system, preferably Salesforce
- Ability to conduct on-going interpersonal interactions, analyze and solve problems essential.
- Ability to actively participate in team development and team-oriented processes.