



About Sensitel

Sensitel provides solutions to reduce shrinkage and ensure safety of products. Sensitel combines **tracking** technologies, advanced **analytics**, domain knowledge and consulting services to deliver measurable reductions in product shrinkage and loss.

Sensitel's TagMap On-Demand is the *first* offering in the market to aggregate location, identity and condition information. Sensitel leverages RFID and sensory technologies to deliver guaranteed supply chain security at affordable costs.

Sensitel is based in Sunnyvale, CA. You can also visit us on www.sensitel.com

Inside Sales Representative

Sensitel is looking for an entrepreneurial, energetic and driven inside sales representative with excellent communication skills. As a part of the sales team, you will be responsible for creating qualified opportunities for RFID, temperature monitoring and tracking systems at perishables and biopharmaceutical companies.

Essential Duties and Responsibilities:

- Research:
 - Research and create target lists for Sensitel offerings.
 - Research competitors and competitive products.
 - Research end user's needs & plans around tracking systems.
- Sales Campaign:
 - Set up a focused sales campaign.
 - Call up prospects to learn requirements and create qualified opportunities.
- Present Sensitel solutions and offerings over webinar to prospects and end clients.
- Support partner network with sales effort.
- Manage Sensitel's online advertisements and promotions.
- Negotiate contract terms and help close business.

Required Skills

- Enrolled in, or recently graduated from, a MBA program.
- Excellent verbal and relationship skills.
- Experience selling enterprise services/software.

How to Apply

To apply for Sensitel opportunities, send your latest resume with dates of earliest availability to careers@sensitel.com. Please indicate position you are applying for in the subject line.