

Inside Sales Consultant

Cambridge, MA, United States

Company Description

RaySecur is revolutionizing security imaging with the world's first desktop scanners capable of seeing inside objects, such as packages and letters. A game-changer relative to x-rays which produce static 2D images and use ionizing radiation, our mmWave systems are completely safe and provide a real-time, 3D view of concealed items in full motion. Our systems are used by Fortune 500 companies and governments around the world and are backed by cutting-edge AI software and expert support through our partnership with the EOD Warrior Foundation, providing our clients with access to the world's leading threat experts on demand.

Job Description

As a Sales Consultant at RaySecur you are responsible for acquiring and growing key business accounts to achieve and exceed sales targets. Benefits include the freedom to think outside the box to drive sales within new and developing markets, applying consultative sales approaches to qualify, develop, and close sales. Excellent career development and growth opportunities within an entrepreneurial organization.

Who We Are

We are a fast-paced, rapidly-growing, and dynamic start-up with significant customer traction helping to make the world a safer place. We are entrepreneurs at heart, always challenging the status quo and always ready to tackle the next challenge. We think strategically but are not afraid to roll-up our sleeves and get the job done no matter how big or small. We are dedicated and focused, but also make time to play and celebrate our successes.

Who You Are

You are a hunter, ambitious and excited by the challenge of disrupting existing markets and developing new ones. You are a networker with a track record of building relationships across multiple levels of the client organization, and personally take pride in delivering the best service to your customers. You have an intense competitive spirit but are always a team player. You understand that listening first and foremost, is more important than the pitch. You are a true entrepreneur, always innovating, and never settling for good enough.

Responsibilities

- Independently manage a book of business to exceed sales goals
- Apply a consultative sales approach to address client needs and close sales
- Develop and execute sales plans to meet goals

Required Qualifications

- Bachelor's degree with minimum 2-3 years' experience in direct B2B sales
- Experienced with sales of business, mailroom, or x-ray equipment a plus
- Proficient in use of Microsoft suite and CRM software
- Understands digital marketing and implementation of digital campaigns
- Excellent verbal and written communication skills – additional languages a plus

Location: Raysecur is located in Cambridge, MA within walking distance of the Alewife station on the red line.

Interested candidates should submit resume and cover letter to: careers@raysecur.com

AN EQUAL OPPORTUNITY/DRUG-FREE EMPLOYER

We are an equal opportunity employer and do not discriminate against any applicant because of race, color, religion, sex, national origin, age, disability, sexual orientation, marital status or any other class protected by federal, state or local law.