

**JOB DESCRIPTION FORM- Inside Sales Rep (ISR)**

Department Description
The Inside Sales Representative & Inside Sales Team work with customers to identify sales opportunities to accelerate revenue growth. As a Cambium Networks Inside Sales Representative, you will work closely with internal and external partners to convert demand into sales opportunities and Cambium customers.
Scope of Responsibilities & Position Expectations
<ol style="list-style-type: none"> 1. New Business Generation: <ol style="list-style-type: none"> a. Be creative and implement activities to contact new customers and generate new business. Take 100% ownership of building and creating your own pipeline. 2. Sales: <ol style="list-style-type: none"> a. Follow up with and Qualify leads, whether created by you or passed to you via SDR team. b. Contact prospects and partners via phone calls, emails and webinars/tradeshows. c. Cultivate qualified leads and manage sales process for customers to uncover how Cambium can solve their problems, then work with customers to define opportunities and convert to customer orders d. Build relationships w/Channel Partner Inside/Outside Sales teams and to hand-off qualified leads e. Work effectively with your Regional Sales partners to help build revenue momentum in territory f. Accurately forecast revenue and track leads & associated activities using Salesforce.com CRM 3. Sales/Technical: <ol style="list-style-type: none"> a. Acquire a basic knowledge of our full range of Cambium products and services. Candidate must be able to create quotes to end customers to be executed by channel partners. b. Leverage technical support where appropriate but eventually gain the ability to work independently. c. Deliver effective and professional sales presentations via phone and web technology d. Convey product knowledge to potential clients, adhering to company messaging and positioning. e. Continuously stay up to date on technologies relevant to the Cambium Business lines 4. Build strength / Analyze: <ol style="list-style-type: none"> a. Candidate MUST be prepared to support activities to track and analyze their own and the company's effectiveness in creating new business b. Candidate MUST Document, track, monitor and update all leads and activities in CRM tool, as required
Knowledge/ Skill Requirement
<ol style="list-style-type: none"> 1. Personal drive, enthusiasm and energy to achieve and surpass goals 2. Self-Starter with the potential to lead 3. Strong interest in technology and Tech business, Previous Technology experience a plus 4. Collaborative work style and commitment to get the job done 5. Strong communication skills and ability to work with global teams 6. Commitment to high professional ethical standards in a diverse workplace 7. Proven success in building and maintaining successful relationships with prospective & existing internal and external customers and partners 8. Previous experience with CRM and ERP systems (Salesforce.com a plus) 9. Excellent computer skills, specific proficiency with MS Excel and an aptitude to learn new applications is required 10. Bachelor's Degree in Business / Industrial Distribution / Engineering acceptable (2+ yrs. experience a plus but not required) 11. Masters' Degree in Business Administration (a plus but not required)