



INTERNAL/EXTERNAL JOB POSTING

JOB TITLE: Inside Business Consultant

WORK HOURS: 40 / week

FACILITY: Lakewood, CO

JOB CLASSIFICATION: Hourly/Exempt

DEPARTMENT: Sales

POSTING EXPIRES: 10-Aug-2018

SUMMARY OF JOB DESCRIPTION

The position is an individual contributor, reporting within the Instrument's Sales Team. The position is responsible for driving profitable sales growth helping to strengthen the value our customers realize from their partnership with Mesa Laboratories. This individual uses strong fundamental sales process and CRM to qualify inbound leads and develop new opportunities for either direct selling or escalating to the appropriate sales representatives when appropriate. This position requires the ability to manage multiple product segments and ongoing understanding and support of customers' requirements. This position requires effective collaboration with technical and support team members and the ability to building relationships between customer and Mesa stakeholders. In addition, all team members will pursue continuous improvement in process expertise, selling skills, and application knowledge.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Core duties and responsibilities include the following. Other duties may be assigned.

- Drive accelerated growth and achievement of bookings targets through rigorous daily management of fundamental sales processes, and effective prioritization and planning
- Manage leads, accounts, and quotations through accountability to KPI's and rigorous CRM discipline
- Proactively manage a dynamic sales funnel across multiple product segments for both international and domestic new/existing customers
- Manage inbound sales lead qualification and effectively communicate customer needs to other instrument team members for follow-up
- Identify key players and prospective accounts through market-driven research and maintain a database of prospects
- Generate interest and cultivate new sales opportunities through targeted outreach calls and emails
- Properly manage and escalate customer technical support requests



- Follow/improve process for understanding customer needs, articulating solution value, and ensure ongoing customer success and value delivery
- Effectively coordinate team selling and collaborating on developing, advancing, and winning sales opportunities

KEY DELIVERABLES

- Bookings growth meets or exceeds annual and quarterly targets
- Ongoing share growth with current and new customers
- Outbound sales and prospecting activities channeled towards achieving bookings targets

QUALIFICATIONS

To perform this job successfully, an individual must be able to satisfactorily perform each essential duty listed below. The optional categories listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Proven record of accomplishment exceeding targets and 3+ years of experience in B2B sales environments
- Ability to develop and grow relationships with new and existing customers
- Account management and experience working across multi-functional teams
- Ability to self-manage personal productivity improvements and ensure team collaboration
- CRM/ERP experience with NetSuite
- Effective communication skills, excellence in driving teamwork, humility, and ambition
- Ability to travel domestically if required

Education and/or Experience:

Associates or Bachelor's Degree with a concentration in Business is preferred.

Language Skills:

English

Other languages may be helpful but not required



Mathematical Skills:

Ability to produce reports as needed using core business math calculations and concepts

Reasoning Ability:

Ability to deal with spreadsheets and understand business math calculations and concepts

Computer Skills:

Office 365 and experience using NetSuite or other CRM software applications

Other Skills and Key Competencies:

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to sit; use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is occasionally required to stand and walk.

The employee must occasionally lift and/or move up to 10 pounds.

Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

WORK ENVIRONMENT

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment is usually moderate.



LOCATION

The position will be based at Mesa's Lakewood, CO manufacturing facility. Travel is estimated at 10% (domestic).

Mesa Labs is an Equal Employment Opportunity Employer. We prohibit unlawful discrimination and harassment against applicants or employees based on age 40 and over, race, sex, color, religion, creed, national origin or ancestry, disability, military status, sexual orientation, or any other status protected by applicable state or local law.