

Inside Sales (Entry Level) Oceanside, CA

EOE Statement

We are an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status or any other characteristic protected by law.

Date of Opening

10/2020

Category

Sales

Location

Oceanside, CA

Full Time/Part Time

Full Time

About Tensor ID, Inc.

Tensor ID, Inc. is North America's leading provider in Machine Vision and Auto ID Solutions. Launched in 2008, Tensor ID, Inc. has earned its reputation as a top value-added reseller and integrator in the AI/Machine Vision and Auto ID industry. We provide, integrate and support image-based technology for track trace and control, gauging, quality assurance and many other camera-based solutions. These solutions enable organizations to capture and manage data about their process, products and/or quality to improve productivity and throughput.

Our office environment is casual, professional, and friendly, fostering an open sharing of ideas and rewarding strong performance. At the same time, we are fast-paced and looking for highly motivated team members. Tensor ID, Inc. offers a full benefits package. Please visit our website for more information.

What does it take to join the Tensor ID team?

Are you a self-motivated, driven, competitive professional that thrives on getting the job done? If so, look no further because these are the qualities, we look for to join our team.

Description

Tensor Vision Corp is seeking an individual for Inside Sales to work in our Oceanside office. This role is to primarily make outbound phone calls from our existing database focusing on barcode readers, barcode verification, machine vision technology, Industrial, Robotics, and AI. Work Closely with our partners teams to generate appointments and opportunities. Also, sales support. Please note the hours for this position are 8:00am – 5:00pm, Monday – Friday.

Job Responsibilities

- Primary outbound campaigns focused on Barcode Readers, Barcode Verification, Machine Vision Technology, Robotics, AI and services.
- Outbound phone calls from existing contact lists (from Trade shows, Customers, Emails, Inquires, Vendors, Etc.)
- Mass Marketing E-Blast 2-3 Times a Month
- Email Support (Sales Related)
- Generate sales appointments.
- Send out Demo Equipment and Track
- Phone Support (Sales related)
- Maintain receivables information
- Shipping (incoming and outgoing)
- Data entry (Sales related)
- Incoming phone support (Sales related)
- Please note the hours for this role are 8:00am – 5:00pm, Monday – Friday

Position Requirements

Preferred Characteristics

- Strong communication skills (Oral a MUST)
- Detail oriented
- Strong typing skills, including 10-key
- Ability to work independently and as part of a team
- Excellent problem solving and organizational skills
- Ability to prioritize tasks
- Experience with office machines – Heavy PC work
- Ability to work in a fast-paced environment
- Valid Driver's License with Satisfactory driving record
- Must be fluent in English
- Professional telephone manner
- Commitment to customer satisfaction, retention and loyalty
- Strong multi-tasking and decision-making skills
- Good computer skills

Education

- Bachelor's degree or equivalent

Required Experience

- 2-3 years' experience in sales or customer service roll

Compensation

- Competitive Pay / Salary (Depending on Experience)
- Medical
- Dental
- Vision
- Simple IRA Plan with Employer Match
- Paid Holidays
- Paid PTO

TENSOR ID