

Position Title: Inside Sales
Location: US
Employment Type: Full-Time
For more info contact: Guy@Wint.ai

Position Summary

Wint, detects and stops leaks at the source using Artificial Intelligence, is growing and looking for an inside sales. This position involves cold calling, new potential clients, client business referrals, or web leads. Provide prospective customers/clients with all services offered, and additional presentations as needed. Must be energetic, well-spoken, and eager to close sales and increase revenue.

We are looking for a self-driven, ambitious inside Sales person with relevant experience in the facility management and commercial buildings areas to expand Wint footprint in the US.

Core Responsibilities/ Essential Duties:

- Proactively prospect new business opportunities with major accounts via cold call, email, prospecting tools & marketing leads provided
- Cold call into major accounts to uncover potential contacts and set meetings
- Understanding customer needs and requirements
- Routing qualified opportunities to the appropriate sales executives for further development and closure
- Research accounts identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Ensuring Salesforce.com has all the appropriate data.

Required Education, Experience and Skills

- Minimum 3 years inside sales experience (preferred to commercial buildings)
- Proven track record of over-achieving sales goals
- Ability to understand new products and technology with the ability to articulate their value-add.
- Strong phone presence and experience dialing dozens of calls per day
- Excellent written and verbal communication skills, exhibited with internal and external clients.
- Coachable, disciplined and a self-starter who has an innate desire to do well and who can deliver results
- Motivated, driven and results oriented
- Worked with manufacturer reps is a plus
- Experience working with Sustainability and Energy managers is a plus

What Wint Can Offer You:

- No cap on upside earnings potential
- Fun, creative, small team work environment
- Opportunity for advancement in role
- Unlimited PTO for vacation
- Benefits Offered: Vision, Medical, Life Insurance, Dental, etc.

About Wint

WINT detects and stops leaks at the source using Artificial Intelligence. It alerts you when water is leaking and automatically shuts it off. Intelligent real-time monitoring identifies sources of leaks and waste, reducing your water consumption and preventing damage.

Link: <http://www.Wint.ai>