



Full Job Description

Criteria Labs is seeking an Inside Sales Manager for a direct hire opportunity. At Criteria Labs, we recognize that our employees are our most powerful resource, selecting only the most talented and experienced individuals to work with our Engineers and Operations teams. We are located in the heart of Austin near Lamar.

Criteria Labs provides RF Products and Semiconductor Engineering Services for organizations that require unique solutions for high-reliability aerospace, oil and gas, commercial semiconductor, automotive and medical applications.

The Inside Sales Manager will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of calls per day, working closely with Marketing, Operations and Engineering personnel, generating interest, qualifying prospects and closing sales.

DUTIES AND RESPONSIBILITIES

Criteria Labs is seeking an Inside Sales Manager with the following qualifications:

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve target quotas
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Team with Marketing to build pipelines and nurture opportunities

REQUIRED SKILLS

- Previous experience as a Sales Representative in a fast-paced manufacturing environment
- Track record of over-achieving quota
- Strong phone presence and experience dialing dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Experience working with HubSpot or similar CRM
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- BA/BS degree or equivalent preferred
- Desire to exceed expectations and drive positive change in the organization
- Excellent time a self-management skill, ability to prioritize and multitask to meet deadlines
- Strong work ethic and team player

SCHEDULE

- Monday to Friday



EXPERIENCE

- Technical sales experience – 5 years preferred
- Semiconductor and/or Manufacturing experience preferred

Job Type: Full-time

Pay: Base plus commission, DOE

Benefits:

- 401(k)
- Dental insurance
- Disability insurance
- Health insurance
- Paid time off
- Vision insurance

COVID-19 considerations:

Criteria Labs has a strict mask and social distancing policy in place at this time.

Location:

- Austin, TX 78752 (Required)

Company's website:

- <http://www.criterialabs.com/>

Work Remotely:

- No

COVID-19 Precaution(s):

- Personal protective equipment provided or required
- Temperature screenings
- Social distancing guidelines in place
- Sanitizing, disinfecting, or cleaning procedures in place

Notice: Criteria Labs provides Equal Employment Opportunity to all people in every aspect of consideration for employment. All qualified applicants will receive consideration for employment without illegal discrimination on the basis of race, color, sex/gender (includes pregnancy, childbirth, breastfeeding, and/or related medical conditions), age, gender identity, gender expression, disability, religion, citizenship, national origin, ancestry, military or veteran status, marital status, sexual orientation, domestic violence victim status, predisposing genetic characteristics and genetic information, and any other status protected by law.