

Job Description – Inside Sales Representative

MDI Inc. and The LearnSafe Initiative are experiencing phenomenal growth and are currently seeking Inside Sales Representatives to grow with us. LearnSafe brings best of breed security solutions to schools nationwide in the areas of physical security, wireless video surveillance, biometrics, IT security and IP video security. The goal of the program is simple: to empower administrators, teachers, students and parents in Texas schools foster a safe environment in which children can learn and educators can teach without fear. We accomplish this goal by designing and selling best of breed security solutions, which combine people, processes and technologies.

This position represents an excellent entry-level opportunity for a long and rewarding career in technical customer sales and service, and the opportunity to create an enterprise sales career is possible. At MDI Inc. we regard the Inside Sales Representative role as one of the most important in our organization. As a member of the team, we'll ensure you receive extensive ongoing training with solid feedback and support to help you achieve your goals. This will, in turn, allow the company to achieve its goals. You'll join a tight-knit team dedicated to serving loyal, long-term customers.

Qualifications:

- BS or BA degree preferred but not required
- Retail, Information Technology or Security Industry experience a plus
- Proven ability to manage transactional and complex sales cycles, with a track record of successful revenue attainment.
- Clear leadership, mentoring and motivational abilities
- Possess demonstrated success in the sales life-cycle: prospecting, buying behaviors, negotiation, overcoming objections and closing the deal.
- Ability to perform account planning, account development and retention strategies, pipeline management and selling capabilities.
- Clear ability to multi-task, learn and leverage a variety of applications.
- Excellent communication, strong quantitative, analytical, and conflict resolution ability.
- Develop a working knowledge of the telesales job function.
- Excellent Microsoft Word, Excel, and PowerPoint Excel skills