



Triax Technologies, Inc. develops technology devices for construction site connectivity to improve the safety of workers and keep productivity moving forward. Our Spot-r wearable and sensor technology platform provides total jobsite visibility, identifying worker and equipment location, utilization and interaction, while keeping users informed of safety incidents as they occur, resulting in faster response to injuries, improved safety performance and increased efficiency. We are committed to delivering the first truly connected jobsite, partnering with dedicated industry leaders, solution providers and experts to enable real-time, data-driven project, workforce, equipment and safety management. Founded in 2012, Triax offers employees a unique, fast-paced, creative, and independent work environment. We are dedicated to constant innovation and collaboration, and are looking for like-minded individuals to join our team.

Triax Technologies is seeking an experienced and motivated Inside Sales Representative to join our team. As an Inside Sales Representative, you will play a key role in building our sales pipeline in order to support our rapidly growing business. The role is focused on dedicated outbound calling activities, follow up on our marketing campaign leads, and qualifying and developing inbound interest that all result in better qualified leads, new sales pipeline, and increased conversions and revenue. A successful candidate will have the ability to qualify opportunities that fit our ideal customer profile, to confirm future appointments with potential clients and process those appointment requests to the Direct Sales Team for immediate follow-up. The Inside Sales Representative will be responsible for handling prospective customer inquiries promptly and effectively in a fast-paced, team-oriented environment, working closely with both the sales and marketing teams.

What you'll do:

- Source new sales opportunities through inbound lead follow up and outbound cold calls and emails
- Qualify client needs and route qualified opportunities to the appropriate strategic account managers for further development and closure
- Respond swiftly and courteously to customer inquiries
- Follow the suggested script of qualifying questions provided to all Inside Sales Representatives
- Research, create and develop targeted prospect lists, identify key players and generate interest
- Build rapport with prospective customers through friendly, engaging communication

What's required:

- Minimum 2 year degree or equivalent years of experience
- Minimum of 1 year of business development, inside sales, or other client relationship experience
- Exceptional written and oral presentation skills



- Computer and tablet literate, plus a demonstrated desire to learn about emerging technologies. Salesforce CRM experience a plus
- Resourceful self-starter with a positive, can-do attitude
- Comfortable working in high-stress, fast-paced environments, construction experience is a plus

What you'll get:

- Competitive compensation
- Open vacation policy
- Energetic, collaborative culture where every team member has a seat at the table
- Opportunities to travel and attend trade shows around the country
- Work at a start-up poised for rapid national growth