

## Job Description

Position Title.....Inside Sales Manager  
Location(s) .....Valencia, CA.  
Typically Reports to.....Vice President Sales (Process and Safety)  
Salary.....\$120-145K

### About H2scan Corporation

H2scan was founded in 2002, and is headquartered in Valencia, California. H2scan helps our customers meet safety, regulatory and process control requirements in mission critical industries such as energy, utility, petrochemical, fuels cell and gas lines. We do that by providing the most accurate, tolerant and affordable continuous hydrogen sensors for monitoring of industrial processes that generate or use H<sub>2</sub>, including transformer condition monitoring. H2scan holds 33+ patents and our products are sold in over 50 countries.

### **Job Description**

The Inside Sales Manager is a sales role that develops and qualifies leads, converts those leads into new customers, and drives repeat business from existing customers. The successful candidate will pursue customers for our Area Monitoring, Hydrogen Economy and Process and Safety business segments. This is an in-office (Valencia, CA.) individual contributor role.

The successful candidate will be responsible for cultivating a prospect pool, making outbound sales calls, and developing and maintaining a client roster. The Inside Sales Manager will have a comprehensive understanding of our products and deliver tailored sales messages designed to meet customer needs.

### **Essential Responsibilities**

1. Supports the Sales Department in their effort to increase revenue for the company with respect to Hydrogen Sensor business and application projects.
2. Collaborates with Marketing to develop and support inbound and outbound marketing campaigns.
3. Collaborates with outside sales executives to coordinate account outreaches, advance sales, and develop commercial proposals.
4. Generates revenue by soliciting and closing orders:
  - Develops sales opportunities by soliciting new accounts, building rapport, providing technical information and explanations, and preparing quotations.

H2scan is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation and gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law.



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- Uses Zoominfo, mailing lists, industry directories, trade shows or other leads to identify opportunities to cultivate new customers.
  - Research target customers and accounts to customize the sales message and delivery.
  - Builds customer relationships with new and existing clients using the customer's preferred media (phone calls, emails, or other).
5. Follows up with customers after the sale to foster a relationship and ultimately sell additional products.
  6. Explores the customer need to add value to equipment being sold.
  7. Develops and records Inside Sales KPI's. Using a continuous improvement mindset strives to meet and exceed KPI targets.
  8. Implements corrective actions for exception conditions (e.g. KPI misses or KPI declining trend) and prepares countermeasure reports for the H2scan leadership team.
  9. Provides monthly forecasts and reports.
  10. Uses CRM software to maintain a database of current information on new sales opportunities as well as existing customers. Updates customer opportunities and engagements in H2scan's CRM.

### **Essential Qualifications, Skills & Experience**

1. Bachelor's degree, preferably in a technical or scientific field.
2. Certified Inside Sales Professional credentials will be advantageous.
3. 3+ year of industry sales experience prospecting and converting opportunities to revenue in an inside sales role.
4. Is Confident. Willing to make unsolicited calls to new customers and is not deterred by losses.
5. Familiarity and experience with gas sensing applications is advantageous.
6. Research skills: Comfortable and experienced using hosted and online research tools (including search engines and business directories) to identify new accounts.
7. Active Listening skills: Listens carefully to the needs and wants of customers to build a sales strategy and approach for a new sale.
8. Sales and persuasion skills: Knows how to navigate and overcome objections in a way that contributes to the customer's success.
9. A well-organized and self-directed individual with strong time management skills
10. Excellent oral and written English communication skills.
11. A team player focused on the success of H2scan and the customer.
12. Fluency using Microsoft Office Suite programs.
13. Working knowledge of CRM software and the sales process. Familiarity with Salesforce and Zoominfo is advantageous.

H2scan is a growth focused company with a bias for action and wants people with a passion to win. The successful candidate must be a self-starter, have a "get-things-done" mindset, think strategically and out of the box, but act tactically and in a structured way. The candidate is expected to drive results and will put the goals of the company ahead of personal objectives.

### **Benefits**

- Health Insurance benefits

- 401(k)
- Life insurance
- Family leave (paternal, maternal)
- Bonuses
- Equity/stock options
- Three weeks paid vacation
- Paid sick days
- FSA/HAS

**H2scan is an Equal Opportunity Employer**