

Inside Sales Manager

NIKSUN products monitor network traffic and are used to identify, inform and troubleshoot incidents and events that impact applications and business services. NIKSUN empowers IT personnel to make fast, accurate decisions that help ensure network service levels meet organizational availability, compliance and risk management goals and protect data integrity. NIKSUN is the industry leader in providing top to bottom network performance and security surveillance products specifically designed to measure, report and record *the impact of change* across virtually any network infrastructure. NIKSUN operates worldwide via an extensive network of channel partners and direct sales. Customers include Fortune 1000, ISPs, government, financial, healthcare and telecommunications organizations. The company is headquartered in Monmouth Junction, New Jersey. Additional information about NIKSUN can be found at <http://www.niksun.com>

We are looking for an exceptionally intelligent, talented and enthusiastic individual to build and lead our Inside Sales organization. If you have a track record of outstanding accomplishment, we'd like you to get in touch with us.

Specific Responsibilities:

- Meet and exceed quota targets by organizing and staffing the inside sales organization.
- Aggressively market maintenance renewal and up-sell opportunities to installed base of several hundred customers.
- Create strong prospecting programs to provide qualified new account leads for regional sales force.
- Create all processes, tools and metrics required to ensure the department's success
- Work closely with Marketing to create e-mail campaigns, webinars and other targeted programs.
- Effectively and professionally represent NIKSUN and its products, with ability to develop and present professional presentations to both technical and non-technical audiences.
- Accurate forecasting on a monthly and quarterly horizon based upon realistic opportunity assessments.
- Develop and maintain excellent knowledge of competitive products, pricing, sales propositions, and messages, and create feedback mechanism to sales and marketing management.
- Maintain account and opportunity updates within our internal sales force automation system.

Qualifications

Experience and Education:

- Requires 5+ years of successful inside sales management experience in the enterprise software marketplace.

- Experience in building an inside sales organization from scratch.
- BA or BS in technical or business area.

Technical Skills

- Proven track record of exceeding quotas in selling complex enterprise software solutions.
- High success rates in maintenance renewal, up-selling and cross selling solutions.
- Solid success in profiling accounts, delivering value propositions and account qualification.
- A clear understanding of "Best Practices" required to provide repeatable sales processes.
- Demonstrated success with CXO and multi-level selling
- Prior channel management and/or interaction will be of value.

Performance Skills:

- Strong focus on generating results combined with a determination to overcome obstacles
- Exceptional time management and organization
- Strong sales execution skills
- Confident and energetic; professional and team-oriented sales approach
- High energy with tremendous written and oral communication capabilities
- Strategic thinker

NIKSUN Inc. is committed to equal employment opportunity. We offer a professional environment, excellent benefits and an aggressive compensation package. Relocation is not available for this position

Direct Inquiries to: Priya Mathews
Tel: 732-821-5000
Email: recruit@niksun.com