Account Executive
Job Description
The Inside Sales/Account Executive will work closely with a team of experts and seasoned sales professionals to sell groundbreaking products to companies of all shapes and sizes. You will leverage your communication skills to engage in outbound calls targeting decision makers at major corporations (from C-level executives to IT Directors). You will support existing and future channel partners with solution based sales, product quotations, and order execution. You must utilize web presentation tools (WebEx and MS PowerPoint) to deliver compelling demonstrations to prospective customers and track your opportunities using SugarCRM. In addition, you should possess good problem solving skills, high energy and motivation, and the can-do attitude to make a difference in a fun, fast paced company. The FatPipe environment is a teamwork oriented environment committed to the success of each individual. If you are a good salesperson with a willingness to learn new technology and a strong aptitude to close sales, then join a team that makes it worth your while. You will grow as a salesperson working with enterprise class customers while having fun selling a unique, value-added product. Check out our website at http://www.fatpipe.com/ and see why customers love our patented, unique products.

Responsibilities:
• Sales of WAN Optimization solutions to businesses nationwide
• Follow-up with prospects who responded to marketing programs and campaigns
• Develop channel partner relationships and revenue
• Establish new accounts by responding to leads, qualifying prospects, positioning and presenting technical solutions utilizing internet based presentation skills
• Acquire in depth knowledge of FatPipe’s full range of products and convey that knowledge to partners and potential clients
• Document, track, and monitor all leads and sales activities in SugarCRM
• Create and achieve accurate forecasts

Desired Skills & Experience
• A passion and talent for inside sales generation
• Exceptional interpersonal communication skills
• Prior inside sales and/or opportunity generation experience
• Prospecting for technical sales experience a plus
• Proven performance history in opportunity generation and follow-through
• Excellent written, verbal and presentation skills, including the ability to work with executive level prospects and customers
• Excellent probing and listening skills
• Tenacious and results oriented self-starter with strong teamwork skills
• Experience with channel sales is also a plus
• Telecommunications and/or hardware / software sales experience is a definite plus

Company Description
FatPipe Networks is one of America’s fastest growing companies, being an INC 500 fastest growing company, and one of Utah’s Top 100 fastest growing companies for several years, as well as a Deloitte North American fast 500 Technology company. FatPipe Networks, the inventor and multiple patents holder of Wide Area Network (WAN) redundancy, security, and optimization products, specializes in providing solutions that transcend telecom carrier network and other WAN failures to maintain business continuity and improve WAN performance. FatPipe Networks provides the best WAN redundancy and load balancing product available, and now also provides powerful multi-line WAN acceleration, Quality
of Service (QoS), compression, caching and de-duplication technology to greatly improve network performance.

**Benefits:**
- A competitive base plus uncapped commissions
- Medical
- Dental
- 401 K
- Long term disability
- Short term disability