

Inside Sales Associate

The Company:

AvePoint, Inc. is a Jersey City, New Jersey, based enterprise software firm specializing in award winning infrastructure management solutions for the world's most popular collaboration and content management platforms. The young company has experienced tremendous expansion in the past five years, with triple digit growth in both revenue and work force, and was recently ranked #96 on Deloitte's Technology Fast 500 – a list of the fastest growing technology firms in North America. With minority funding from Summit Partners, a software venture capital firm with \$11 Billion in managed funds, AvePoint maintains one of the largest and most nimble research and development teams in the industry, and currently markets and sells its suite of software solutions through an expansive network of partners which includes IBM, NetApp, UNISYS, and Microsoft. AvePoint serves over five thousand enterprise customers, including many Fortune-500 companies, via offices in Jersey City, San Jose, Chicago, Houston, and Washington D.C., USA; London, UK; Melbourne, Australia; Tokyo, Japan; Singapore; Munich, Germany; and Changchun, Dalian, China.

The Job:

The inside sales position is ideal for someone who is driven and hungry for success. AvePoint offers a superb compensation package which includes a base salary + an excellent uncapped commission plan + outstanding benefits. In addition, our comprehensive training sessions offers all the necessary tools to succeed.

Responsibilities for the position include but are not limited to:

- Develop new prospects and expand existing accounts
- Maintain required number of quality outbound calls to customer contacts
- Generate incremental revenue according to specific targets
- Conduct in-depth product presentations
- Record accurate customer data to the CRM system
- Provide high level of customer service to ensure client's complete satisfaction

Qualifications:

- College degree (technical background preferred but not required)
- 0 to 3 years of experience, recent graduates are welcome to apply
- Interest in the technology industry
- Excellent communications and customer service skills
- Determination to surpass performance goals
- Willingness to learn
- Ability to work individually and within a highly collaborative team environment

To learn more about AvePoint, please visit our web site at www.AvePoint.com.

Please submit your cover letter and resume to: Career@AvePoint.com