



Inside Sales Executive

Brivo Systems, LLC (www.brivo.com) is leading the transformation of the physical security industry to internet-based solutions using a Software as a Service (SaaS) delivery model. Our products have garnered numerous industry accolades for their frame-breaking innovation. We are a recognized pioneer in the Security as a Service domain and for ten years have been providing solutions to protect commercial, retail and government facilities through our global network of systems integrators. Our progressive management team seeks individuals who strive for excellence while doing the right thing for customers, and provides an environment that supports innovative thinking and contributions from all. Brivo Systems is a high-tech, entrepreneurial organization backed by the Duchossois Group (www.duch.com) a company with holdings in the consumer products, technology and service sectors, valued in excess of \$2 billion dollars. Brivo is headquartered in downtown Bethesda, MD, near the Metro Station.

Brivo is seeking a full time **Inside Sales representative** to join our team in Bethesda reporting to the Assistant Vice President of Marketing.

Responsibilities

- Provide direct sales support for Brivo resellers and prospects generated via the sales team and marketing initiatives.
- Answer incoming email and phone inquiries from resellers, prospects, partners and others
- Perform online demonstrations of Brivo solutions for resellers and end-user prospects
- Assist resellers with system configuration and quotes and other information to assist them in closing Brivo sales
- Identify and connect with reseller and end-user prospects via direct efforts and by managing leads generated by marketing initiatives.
- Maintain a high level of industry knowledge and complementary skills to professionally represent Brivo.
- Foster an environment of cooperation among all Brivo employees.
- Contribute your ideas and energy to projects that will improve the effectiveness of Brivo.
- Use the processes and tools provided by Brivo to enable management oversight and coordination of your activities.

Qualifications

- Expert verbal and written communication skills
- Computer literate (MS Office, Outlook, PC fundamentals)
- Ability to train and explain technical concepts
- Physical Security industry experience a plus
- Experience presenting and demonstrating technical computer-based systems
- Prior experience in a call center environment a plus
- High school degree required; college degree a plus
- Desire to contribute to the goals and efforts of the organization

Beyond the free coffee and subsidized vending machine, Brivo offers a competitive, incentive-based compensation structure, and a full benefits package.

**How To Apply**

We will be pleased to review your qualifications for this position if you submit a cover letter describing the position you seek, salary requirements, and career objectives along with your resume, to jobs@brivo.com or fax to (301) 664-5264.

To learn more about Brivo Systems

We believe that information is made to share and that continuous learning is fundamental to success, so we have published information on our products and our philosophies in a variety of venues. We invite you to learn more about SaaS, the cloud and Brivo Systems at:

www.brivo.com

<http://blog.brivo.com>

twitter.com/brivosystems

www.facebook.com/brivosystems