Persistent Systems

Title: Sales Associate

Location: New York, NY

Job Type: Full-Time (Experienced)

Compensation Type: Salary

Start Date: ASAP

Job Description:
Persistent Systems is seeking a Sales Associate to support the day-to-day operations of the company’s Sales, Business Development, and Marketing functions. Daily and weekly functions include answering sales phone calls, supporting remote sales employees with information requirements, interacting across the entire company (supply, engineering, quality, and manufacturing), supporting social media and marketing processes, sales data analysis, and preparing presentations and written documents.

Primary Responsibilities:
- Support the Vice President of Business Development and Business Development Directors to increase business and the efficiency of the Sales function
- Create and maintain records on the operations of the Sales team using Salesforce.com; conduct queries and analysis using Salesforce tools
- Support exportation of the Wave Relay® system and its components in compliance with all federal laws and regulations
- Support customers in business and sales capacities as required for expansion through direct sales as well as the worldwide Reseller network; answer sales phone calls; attend trade shows
- Act as a liaison between the Sales, Business Development and Marketing functions
- Research business leads and new business development opportunities
- Support business development proposals
- Monitor the performance of the Sales and Business Development functions and design improvement models
- Prepare weekly sales meeting minutes and any follow-ups
- Perform administrative functions including updating calendars and coordinating meetings

Minimum Qualifications:
- Bachelor’s degree in Business Administration or a related field or equivalent experience
- Experience using Salesforce to create opportunities, run queries, manipulate data, and perform analytics
- Experience with project planning and analysis
- Experience with team account budgets and forecasting
- Proficiency in Microsoft Word, Excel, PowerPoint, and Outlook
- Must be able to travel at least 10% of the time
- Must have a US security clearance or be able to obtain a US security clearance
Preferred Qualifications:

- Experience supporting technical sales teams


About the organization: Persistent Systems is a growing business that develops Mobile Ad hoc Networking (MANET) wireless radio systems for US Government and commercial applications. The radios are typically worn on the person, mounted to manned vehicles, integrated into autonomous unmanned vehicles, or installed at fixed sites. The systems provide on-the-move data, voice, video, and situational awareness capability. Located in the heart of New York City, Persistent Systems is an exciting company that is passionate about delivering cutting edge products.