Do you have inside sales experience? Do you want to work in an entrepreneurial environment where you are rewarded and encouraged to think outside the box and be a self-starter? If yes, then this is the position for you!

Now is your opportunity to work for a leading Data Storage company in Ashburn, VA as an Inside Sales Specialist! In this role, you will identify and track prospects, work with engineers and executives to solve complex problems and provide solutions to customers.

**Duties include:**

* Research and learn new storage products
* Identify target list of customers based on territories provided as well as company strategic goals and opportunities
* Articulate the benefits of storage products and work with storage experts to identify the best solutions for prospect’s needs
* Follow the opportunity through the entire pre-sales process and ensure necessary data is entered correctly into SalesForce
* Build relationships with partners, prospects and colleagues

**Qualifications:**

* Bachelor’s Degree required
* Minimum of 3 years of relevant work experience at a technology company, experience with Government Contracting, preferred
* Knowledge of technology products with a capacity to learn storage solutions
* Inside sales experience with storage solutions, preferred
* Self-starter with a desire to work in an entrepreneurial environment
* Excellent organization skills
* Excellent written and verbal communication skills
* Experience with SalesForce, preferred
* Expert in Microsoft Office, specifically Excel
* Ability to commute to customer facility as needed
* Ability to obtain and maintain a TS/SCI Security Clearance

About the Company:

Keeper Technology, LLC has been delivering integrated technology solutions to government and private sector clients since 2005. Keeper Technology provides a broad range of technology products for government program support, data management services, IT department support, and solution delivery.  We are an enthusiastic group of technology professionals who work hard and enjoy the collaborative culture at Keeper Technology.  KeeperTech engineers are encouraged to present new ideas, try new technologies, and fail forward toward inventive and innovative solutions.  We strive to create an environment with high levels of engagement and we encourage and provide many fun team building opportunities.  Now is the time to take this opportunity to work for a terrific company:  Keeper Technology!

Keeper Technology is an Equal Opportunity Employer.