



Lead Generation Representative - West

Who we are:

Since 2016, 3AM Innovations has been providing leading edge 3D technology solutions to empower fire departments, police and other critical first responders with the information they need to save lives in the field. Leveraging the interoperability of IoT, 3AM continues to integrate its core FLORIAN platform with global partners to expand its capabilities. With decades of incident command experience and the power of artificial intelligence, 3AM is converting the organized chaos of an emergency into actionable intelligence.

What we offer:

We are proud to offer competitive benefits, salary, commission, cellphone, internet and educational monthly stipends, flexible PTO, and a fast-paced, collaborative environment focused on helping you grow personally and professionally. We work hard to make sure our team culture is focused on transparency, accountability, performance, continuous learning, and fun!

Overview of the role:

We are seeking an Inside Sales Lead Generation Representative (“LGR”) that will report to the Director of Sales - West and work in close relationship to the Director of Business Development. The primary responsibility for the LGR will be to identify prospective clients by introducing 3AMs product offerings to generate qualified leads for our outside sales team. The LGR will fully vet any potential lead by ensuring that the prospective client meets our qualifying parameters. The LGR will be responsible for meeting targeted daily quotas pertaining to dials and leads.

Responsibilities:

- Contacts prospective clients and generates leads for the Director of Sales West.
- Tracks daily production and expected weekly/monthly performance in order to meet call, lead, revenue quotas.
- Achieves lead generation quotas to support revenue/sales attainment.
- Understands and maintains and organized database in our CRM tool of these prospective clients.
- Conducts market research on these clients to assist the Director of Sales with buyer personas, budgeting cycles, size of agency, key contacts.
- Development and tracking of quarterly OKR’s.
- Occasional support at Tradeshows interfacing with potential customers.
- Attends any and all department meetings and reports on all new leads generated.



Who you are:

The ideal candidate will be someone looking to break into the tech industry in an entry-level sales role with aspirations of growing into an outside sales representative for a growing tech-startup. This individual will demonstrate persistence and a positive attitude that is passionate about finding new opportunities and helping them get across the finish line.

Education & Experience:

- Associates Degree or higher – Preferred.
- Minimum two years' experience in an inside sales or customer service call center role.
- Microsoft Office proficient
- Working knowledge of CRM Tool such as HubSpot
- Working knowledge of Public Safety sector of bonus but not necessary.

Other:

- **Location:** This position is located Buffalo, NY working at our headquarters office.
- **Travel:** Minimal if any
- **Exemption status:** Exempt
- **Physical requirements:** the following physical requirements described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions:
 - Regularly required to sit, stand, walk, use hands, reach with hands and arms, talk, and hear
 - Specific vision abilities include close vision, particularly of computer screens
- **Other duties:** the duties and responsibilities described are not a comprehensive list and that additional tasks may be assigned to the employee from time to time; or the scope of the job may change as necessitated by business demands.
- **Additional information:** The Company is an equal opportunity employer, drug-free workplace, and complies with ADA regulations as applicable. All applicants are considered for all positions without regard to race, religion, color, sex, gender, sexual orientation, pregnancy, age, national origin, ancestry, physical/mental disability, medical condition, military/veteran status, genetic information, marital status, ethnicity, alienage or any other protected classification, in accordance with applicable federal, state, and local laws. By completing this application, you are seeking to join a team of hardworking professionals dedicated to consistently delivering outstanding service to our customers and contributing to the financial success of the organization, its clients, and its employees. Equal access to programs, services, and employment is available to all qualified persons. Those applicants requiring accommodation to complete the application and/or interview process should contact a management representative.