



INTRASTAGE

ORGANIZING TEST DATA TO IMPROVE YOUR PRODUCT QUALITY

Posted:

Dec 3, 2010 to Jan 7, 2011

Sales & Marketing Assistant

Location:

San Diego, CA

Description:

Our company has a view to dramatically shift the way Quality is perceived in Electronic Design and Manufacturing Companies. With world-class analytics software, IntraStage will power the next generation of companies to produce better quality product with less waste, higher yield and faster speed to market.

As part of this exciting startup company challenge, your role will focus on assisting our growing Sales & Marketing effort but be flexible and adaptable to take on other responsibilities as needed. If you are a person looking to put your fingerprint on a pioneering company, then please take a look at what we need you to do:

- Sales Support: Growth of IntraStage will be dependent upon having best-in-class sales execution from customer acquisition to account management. You will participate on daily basis to research and qualify prospects, manage Salesforce.com, support our Reseller network, make initial calls, produce proposals and help coordinate customer meetings and logistics. You will be working closely with a well experienced and veteran team of Sales professionals to bring top line revenue growth for IntraStage.
- Marketing support: to bring awareness of the IntraStage solution to our target customer segment we will be adopting a mixed marketing strategy. You will be participate in the execution effort related to Web Analytics, Marketing collateral development, Webinar coordination, Trade Show support and Customer Training activities
- Continually innovate your skill set: IntraStage is committed to employee self-development and expects the candidate to continually upgrade knowledge, skills and processes as a key to providing our customers with the best experience.

Required Skills/Experiences:

- Bachelor or University Degree in Business required. Background in Engineering a plus.
- A passion for Sales & Marketing with self motivation and drive to achieve results. Up to 2 years experience out of school preferably in a software applications startup company.
- Comfortable in an ambiguous environment and proven ability to work in a team setting
- Experience in working with customers to provide proactive solutions to problems
- Strong and demonstrated written and verbal communications skills
- Basic Knowledge of Microsoft relational databases and .NET web technology a plus
- Candidates in San Diego, California preferred but not required (no relocation)