



ACCOUNT DEVELOPMENT REPRESENTATIVE

Mimosa Systems is currently seeking an Account Development Representative. Lead qualification and prospecting will be the primary focus of this position. The Account Development Representative will support a sales region with two or more Regional Sales Managers (RSM). This position is located in Santa Clara, CA.

Job Responsibilities

1. Qualify and develop leads that are brought into Mimosa through integrated marketing activities and start the sales cycle.
2. Prospect, qualify and develop additional target accounts through research and cold calling based on input from RSMs.
3. Communicate the Mimosa value proposition to all levels of IT and Legal staff.
4. Maintain open communications with the RSMs regarding target accounts and lead activity.
5. Forty to Sixty outbound cold calls are expected each day.
6. Update Salesforce.com with lead activity on a daily basis.

Skill Requirements

The ideal candidate will have a college degree with a minimum of 2 years experience in high volume B2B lead qualification and prospecting. The candidate must have a good understanding and working experience selling a software solution. Experience selling to Microsoft Exchange clients is a plus. The candidate must have excellent verbal and written communication skills. Experience with using Salesforce.com is a plus.

About Mimosa

Mimosa Systems, Inc. delivers next-generation information management solutions for information immediacy, discovery and continuity. Mimosa NearPoint™ for Microsoft® Exchange Server is the industry's most comprehensive information management software solution for Microsoft Exchange, unifying email archiving, recovery and storage optimization. NearPoint assures email continuity and regulatory compliance, while leveraging cost-effective disk technologies to optimize email storage growth. Mimosa is a Microsoft Gold Certified Partner recognized for its competencies in Networking Infrastructure Solutions, ISV Software Solutions, and Information Worker. The company has recently received a Top 10 Product by Network World, TechTarget's SearchExchange Product of the Year, and was named one of five "Storage Standouts" and a Top 75 Emerging Vendor by CRN magazine. In addition, the Gartner Group placed Mimosa in the "Visionaries" quadrant in their "Magic Quadrant for E-Mail Active Archiving, 2007" report authored by Carolyn DiCenzo and Kenneth Chin. Mimosa is a privately held company whose investors include August Capital, Clearstone Venture Partners, Dot Edu Ventures, JAFCO Ventures and Mayfield Fund. Mimosa was founded in 2003 and is based in Santa Clara, California with offices in Munich, Germany and Pune, India.

To Apply

If you have relevant experience and are passionate about success, then we are waiting to hear from you! Submit resumes to: jobs@mimosasystems.com.