

Mexico Jobs Expertini®

Inside Sales Manager, Account Development - LATAM

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Company: Samsara

Location: Mexico City

Category: arts-design-entertainment-sports-and-media

Who we are

Samsara (NYSE: IOT) is the pioneer of the Connected Operations™ Cloud, which is a platform that enables organizations that depend on physical operations to harness Internet of Things (IoT) data to develop actionable insights and improve their operations. At Samsara, we are helping improve the safety, efficiency and sustainability of the physical operations that power our global economy. Representing more than 40% of global GDP, these industries are the infrastructure of our planet, including agriculture, construction, field services, transportation, and manufacturing — and we are excited to help digitally transform their operations at scale.

Working at Samsara means you'll help define the future of physical operations and be on a team that's shaping an exciting array of product solutions, including Video-Based Safety, Vehicle Telematics, Apps and Driver Workflows, Equipment Monitoring, and Site Visibility. As part of a recently public company, you'll have the autonomy and support to make an impact as we build for the long term.

Recent awards we've won include:

Glassdoor's Best Places to Work 2024

Best Places to Work by Built In 2024

Great Place To Work Certified™ 2023

Fast Company's Best Workplaces for Innovators 2023

Financial Times The Americas' Fastest Growing Companies 2023

We see a profound opportunity for data to improve the safety, efficiency, and sustainability of

operations, and hope you consider joining us on this exciting journey.

to learn more about Samsara's cultural philosophy.

About the role:

As ADR Manager, you will be at the front of Samsara's go-to-market strategy in LATAM/Mexico. You will be the second manager in this region to support our strong growth. This includes managing 8 existing LATAM/Mexico ADR's while continuing to hire and build out the team. This role is ideal for a candidate that is interested in hiring, coaching and building a world class ADR team in the LATAM/Mexico market.

You should apply if:

You want to impact the industries that run our world: Your efforts will result in real-world impact—helping to keep the lights on, get food into grocery stores, and most importantly, ensure workers return home safely.

You are the architect of your own career: If you put in the work, this role won't be your last at Samsara. Successful ADRs can see promotion to a closing role in two years or less.

You love talking to people: In this role you will average 80+ calls to prospective customers daily.

You have innate curiosity in how businesses work: One day you'll meet with someone in waste management and the next you may be learning about the inner workings of a food distribution center. Our top sales team members seek to learn the ins and outs of the businesses they support in order to make a larger impact.

You treat rejection as a learning experience: In this role, you will get hung up on and you will get told no. You need to have resilience to pick up the phone again and again to sell Samsara's mission.

You want to be with the best: Samsara's high-performance Sales culture means you'll be surrounded by the best and challenged to go farther than you have before.

to learn about what we value at Samsara.

In this role, you will:

Represent the ADR organization as a member of the go-to-market team in LATAM/Mexico responsible for hiring, training and building a pipeline generation engine in the region

Develop an onboarding training program for LATAM/Mexico ADR's for inbound, enterprise and mid-market segments

Be a subject matter expert on prospecting strategies and best practices in LATAM/Mexico for inbound, enterprise, mid-market segments

Champion, role model, and embed Samsara's cultural principles (Focus on Customer Success, Build for the Long Term, Adopt a Growth Mindset, Be Inclusive, Win as a Team) as we scale globally and across new offices

Hire, develop and lead an inclusive, engaged, and high performing team

Minimum requirements for the role:

Mexican citizen

Ability to work in Mexico City

2 years managing a quota-carrying team in the LATAM/Mexico region

Spanish and English fluency

An ideal candidate also has:

Experience coaching and training Account Development LATAM/Mexico ADR's or AE's for a technology company

Deep understanding of LATAM/Mexico market (hiring, prospecting best practices)

Experience building out a training and onboarding program for ADR's

#LI-Onsite

At Samsara, we welcome everyone regardless of their background. All qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, gender, gender identity, sexual orientation, protected veteran status, disability, age, and other characteristics protected by law. We depend on the unique approaches of our team members to help us solve complex problems. We are committed to increasing diversity across our team and ensuring that Samsara is a place where people from all backgrounds can make an impact.

Benefits

Full time employees receive a competitive total compensation package along with employee-led remote and flexible working, health benefits, Samsara for Good charity fund, and much, much more. Take a look at our site to learn more.

Accommodations

Samsara is an inclusive work environment, and we are committed to ensuring equal opportunity in employment for qualified persons with disabilities. Please email or if you require any reasonable accommodations throughout the recruiting process.

Flexible Working

At Samsara, we embrace a flexible working model that caters to the diverse needs of our teams. Our offices are open for those who prefer to work in-person and we also support remote work where it aligns with our operational requirements. For certain positions, being close to one of our offices or within a specific geographic area is important to facilitate collaboration, access to resources, or alignment with our service regions. In these cases, the job description will clearly indicate any working location requirements. Our goal is to ensure that all members of our team can contribute effectively, whether they are working on-site, in a hybrid model, or fully remotely. All offers of employment are contingent upon an individual's ability to secure and maintain the legal right to work at the company and in the specified work location, if applicable.

Fraudulent Employment Offers

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