



**Position:** Inside Sales Representative

**Reports To:** National Sales Director/Business Development Director

**Location:** Winston-Salem, NC

**We are seeking an internal Sales Representative to promote Xpres and be a resource for new and existing clients.**

**Qualifications and Skill Required:**

- Minimum bachelor's degree or equivalent experience
- Excellent phone skills and able to make effective cold calls
- Possesses a sales mentality
- Highly motivated with a self-directive work ethic
- Excellent organization and communication skills
- Time Management Skills – ability to multitask and prioritize competing deadlines
- Able to manipulate excel spreadsheet (intermediate skills in Excel)
- Consistent positive demeanor when working under pressure
- Proficiency in ongoing project management environment
- Team Player
- Sense of Urgency

**Responsibilities Include:**

- Promote Xpres through individual and team efforts via phone, electronic methods and in person
- Utilize technical product knowledge and sales strategies to re-engage past customers and potential new customers
- Manage specific marketing campaigns
- Meet or exceed individual and team sales quotas and performance goals
- Regularly interact with field sales team
- Occasional travel to trade shows, conferences, trainings, and sales meetings
- Perform other duties as assigned

Benefits include Medical, Dental, Vision, Long Term Disability, Life Insurance, and 401(k)

Salary Range is \$35,000 - \$40,000 annually with an opportunity for commission if sales goals are reached.

Interested applicants should forward resume to:

[HR@Xpres.com](mailto:HR@Xpres.com)