

Position

Title: Inside Sales Rep.

Location: Remote

Reports to: Director of Sales

Employment Status: Non-Exempt/Full Time

Salary Range: \$35-45,000 base with bonus commensurate with experience

Benefits: Company provided Medical and Dental Plan, 401K, Life Insurance

About Us

Alexander Manufacturing Company, a well-established Promotional Products Supplier, is expanding its sales team and is looking for energetic, positive and customer focused people to build relationships and sales with current and new customers.

The company enjoys a strong industry reputation for quality products and outstanding service.

If you've got a proven track record of building sales through solutions selling and like a small company environment, we'd like to hear from you.

Job Summary

All employees work together to help clients enhance their brands and convey their message through useful tools. Together we strive to be known as the most creative and responsive resource for delivering solutions.

Inside Sales will embrace a customer driven organization and handle all aspects of selling in a defined geographic territory to achieve ongoing growth by building relationships, uncovering opportunities and increasing sales.

Duties and Responsibilities

- Daily communication with new and existing customers, to achieve sales quotas/goals
- Assertively seek and find new business opportunities through existing and new channels
- Develop and execute innovative ways to apply our products and services to the customers' needs
- Use industry data to prospect new customers and channels
- Build and maintains sales opportunities pipeline
- Utilizing the CRM program maintain customer communication accurately and timely
- Provide options and ideas that meet the customer's expectation through professional quotes
- Effectively communicate and coordinate with internal teams to execute customer requests
- Partner with marketing to build a targeted territory and customer specific collateral
- Maintain current product and service knowledge while applying that knowledge when working with customers
- Build action plans based on customer sales reports/analysis
- Attend customer meetings and tradeshows as planned/needed

Requirements for Success

- Ability to influence positive change
- Confident disposition to engage and achieve
- Personal drive to meet and exceed goals and expectations
- Solutions Driven

- Persistent
- Adaptable
- Travel 3 to 5 days per quarter

Additional Information

- Please contact and submit your resume to Susan Lipic Campbell:
 - susanlc@alexandermc.com
 - Or call her direct line at 314.270.7916
- Visit our website
 - <http://alexandermc.com/>