

OPEN POSITION: Inside Sales Representative

Company Information:

Masterduct (www.Masterduct.com) seeks an inside sales representative to prospect and develop accounts, generate sales quotes and handle customer inquiries for its industrial hose business. **Masterduct** produces a wide variety of lightweight, flexible, abrasive resistant, heat tolerant, innovative technical hoses that provide solutions for a broad range of industrial applications. **Masterduct, Inc.** is a subsidiary of **Masterflex S.E.** (<http://www.masterflex.de/en/>), which is a globally operating corporate group specializing in solving complex connection challenges. The group has over 25 years' worth of experience in the development, manufacturing and processing of high-tech spiral hoses.

Overview:

The primary responsibility of the Inside Sales Representative will be focused on generating qualified new client leads, providing sales quotes and handling customer inquiries. The candidate must have a demonstrated ability to successfully engage potential customers over the phone and is expected to manage a detailed call plan and report on activities performed.

Responsibilities:

- Daily outbound calls to targeted accounts, introducing the company's products and services in order to generate leads and appointments for the regional sales managers.
- Identify companies and contacts in targeted markets.
- Update the CRM database reflecting all calls, contacts, appointments and related activities.
- Follow up with regional sales managers regarding pending leads.
- Provide sales support to the outside sales team.
- Handle customer inquiries.
- Other duties may be assigned as necessary.

Qualifications

- 2-4 years of experience in telephone sales or telemarketing and is comfortable with cold calling.
- Technical background with the ability to learn the company's products in order to be able to provide technical consultation to customers.
- Proficient in the use of MS Office and ability to learn other programs as needed.
- Excellent oral and written communication as well as organizational skills.
- Self-motivated, good listening skills, team focused, and results driven.

Compensation:

- Competitive compensation package
- Medical/dental coverage
- 401K plan with matching contributions
- Paid vacation

Email resumes to careers@masterduct.com.