



MODERNWATER

Inside Technical Sales Representative

Work directly for a Delaware manufacturer of monitoring instruments. If you are interested, please send your CV and a cover note to jobs@modernwater.com.

SUMMARY:

Play key roles in expanding relationships (i.e. sales) with existing customers, winning new customers, and achieving revenue growth objectives. You will qualify incoming leads, manage quotes, assist with order processing, close sales directly over the phone, support the field sales team, prospect for new opportunities and work with distributor partners.

MAJOR DUTIES AND RESPONSIBILITIES:

- Achieve sales goals through consultative/ technical selling approach via phone calls & emails, and working in concert with outside sales reps/distribution.
- Generate & follow-up quotes, manage sales pipeline, continuously update database.
- Continually increase technical and functional knowledge of company products.
- Qualify and route capital equipment (i.e. larger scale) opportunities to appropriate field sales representative.
- Generate new instrument & accessories quotations, send product and technical data information to customers, and perform other administrative duties as required.
- Field inbound customer calls & e-leads, and offer consultative solutions to meet requirements.

Requirements:

- Strong verbal and written communication skills.
- Well organized, self-disciplined, self-motivated, honest, genuine and nice.
- Minimum 2 years B2B inside sales experience, preferably selling technical products.
- Experience working with ERP/CRM systems (Syspro/Salesforce), Microsoft Office suite.
- Ability to multi-task, prioritize and manage time effectively.
- BA/BS Degree or equivalent (background in scientific field preferred).
- Experience with web presentation tools a plus.
- Desire to grow as a sales professional required.