

**Position:**

Inside Sales Representative

**Location:**

Cornelius, NC

**Job Description:**

Our Inside Sales Representative will aggressively prospect and develop accounts, generate sales quotes and handle customer inquiries. The ability to actively develop strong relationships over the phone is a necessity. Successful salespeople are able to develop and grow a base of business through both cold and warm calling.

- ✓ Facilitation and coordination all sales order entries
- ✓ Provide assistance in solving shipping issues and or/customer discrepancies
- ✓ Proposal preparation and research, and support timely submissions
- ✓ Prepare weekly and monthly Sales Reports and support monthly, quarterly and annual forecast development
- ✓ Work with internal contracts group to ensure accurate pricing

**Requirements:**

- ✓ Strong desire to pursue a career in sales
- ✓ Willing and able to build and maintain a base of customers over the telephone
- ✓ Ability to adjust quickly to changing conditions
- ✓ Ability to work in a fast-paced environment and learn products, systems, and sales processes
- ✓ Must be organized and able to multi task
- ✓ Secondary education is a plus
- ✓ Previous related experience is a plus

**About WireXpress:**

WireXpress is a \$100 million redistributor of wire and cable, data communications, physical security, industrial networking and related support products. We are owned by an \$8 billion Fortune 500 company with over \$1 billion in inventory, but we are separately managed and sell exclusively to distributors.

WireXpress was created in

1988 to help distributors grow their sales by being able to quote more often and write more sales orders with more lines through additional access to brands, inventory and pricing.

WireXpress offers competitive salary and a bonus program to reward your results. We are known for our exceptional training and on-going development programs to support your career growth including a tuition reimbursement. We provide our employees excellent benefits including medical, dental, 401(k) with employer match, and additional company provided retirement benefits.

**Contact:**

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