

Position:

Inside Sales Representative

Location:

Newtown Square, PA

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.

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
- 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.

Contact:

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