

Inside Sales - Business Development Representative

Company Information

WireXpress is a \$200 million redistributor of industrial networking and controls, network cabling and connectivity, security and access control, A/V, sound and paging, wire and cable and related support products. We are owned by an \$8.8 billion Fortune 500 company but are separately managed and we sell exclusively to distributors. We add value to our distributor customers' sales growth by giving them ready access to brands, inventory, competitive pricing and technical expertise to complete a customer's bill of materials or solution.

Our master distributor division needs a Business Development Representative to expand our sales of electrical and electronic solutions to existing customers and prospects, with a focus on key suppliers, such as Belden. It's a great opportunity for any strong candidate to join a global leader, learn the business from the ground up and advance one's career.

Position Description

We are seeking highly talented and motivated individuals whose aspiration for advancement in a career in sales is evident in their leadership, performance and teamwork. Initially the position is a business development role responsible for aggressively developing existing small and medium accounts and prospecting for new ones in targeted vertical markets, handling customer inquiries, generating quotes and writing orders. Your ability to grow existing accounts and break into new customers through cold and warm calls while becoming technically knowledgeable about our products and vendors is the key to your success and upward mobility. The ideal candidate would have a strong independent work ethic, show initiative, be a self-starter with strong problem solving skills, excel in our key initiatives and aspire to build a career.

Responsibilities:

- Grow our business with existing, small to medium distributors by building strong relationships and loyalty and adding value.
- Prospect for new customers by actively making cold and warm outbound phone calls and positioning our value proposition.
- Provide superior customer service by delivering products, services and information meeting or exceeding customer expectations.
- Engage all the resources available to put you in the best position to win.
- Work effectively with others on the team to accomplish organizational goals and identify and resolve problems.
- Take ownership of your outbound sales activity level, product training path and results.
- Track lead generation, engagement and performance through CRM tool

Requirements:

- 1 - 3 years of sales experience where prospecting for new accounts and developing existing accounts was a majority of the job.
- Excellent verbal and written communication skills
- Well-organized with effective time and activity-management skills
- Ability to prioritize and manage multiple tasks simultaneously
- Self-motivated with strong sense of urgency
- Competitive nature
- Resilience and ability to deal with rejection
- Bachelor's degree or equivalent

Work Environment

Our founders developed the Blue Book more than 40 years ago to present the beliefs and ethos that define our business style. While we have grown, and changed dramatically since we were established in 1957, one thing has remained constant: our commitment to the values presented in the Blue Book. You can review [The Blue Book here](#). Each candidate will be provided a comprehensive training and development plan. We give you the knowledge, tools and supports required to succeed. If you have the drive and focus on success, we will help you become the best in our industry.

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.

WireXpress *is an Equal Opportunity and Affirmative Action Employer; Minority / Female / Disabled / Veteran. We require all our employees to perform work in an ethical manner and uphold a culture of honesty and ethics at all times.*