

WireXpress

More Than Wire

Looking for an Inside Sales Business Development Representative to expand our sales of electrical and electronic solutions to existing customers and prospects, with a focus on key suppliers. 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 ·

- Competitive base salary plus a bonus pay program to reward you for your results. · You will be eligible to participate in a car expense reimbursement and allowance program. ·
- Excellent benefits including medical, dental, 401(k) with employer match, and additional company provided retirement benefits. ·
- Exceptional training and on-going development programs to support your career growth including a tuition reimbursement program. ·
- Opportunities for career growth and stability with a Fortune 200 company. This is an expression of interest and not an official application.

If you are a fit for the role you will be contacted by someone to officially apply.