



# **The Jet Pulverizer Company**

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## Inside Sales Manager

We are looking for a talented and competitive office-based Inside Sales Representative that thrives in a dynamic environment.

An inside sales rep will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of calls per day, working with a Customer Relationship Management (CRM) software, generating interest, qualifying prospects and closing sales.

### Responsibilities

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Data Entry and Quoting new/ongoing business in CRM
- Processing Purchase Orders in CRM
- Being Point of Contact for Sales Department
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Help close sales and achieve monthly quotas
- Research accounts, identify key players and generate interest

### Requirements

- CRM Experience
- Track record of over-achieving quota
- Strong phone presence and experience dialing dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- BA/BS degree or equivalent

Work environment is fast paced and priorities can shift quickly. All employees are expected to go outside their primary responsibilities when required and multi-task job duties on a regular basis. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.