

## Inside Sales Representative

- Are you frustrated & disappointed with the ability to grow within your company?
- Are you getting the internal support & leadership you need to succeed?
- Are you concerned about your earning potential and wondering where you'll be in 5 years?
- Do you really enjoy your work and get a feeling of satisfaction & accomplishment?

D3 gives our team members the right answers to those questions!

### JOB SUMMARY:

As an integral part of a sales team, the Inside Account Representative works closely with assigned Outside Sales Representatives (Solution Executives) to meet and exceed company revenue and customer satisfaction objectives. The two primary areas of responsibility include:

- ~50% - Lead generation and prospecting of new and existing customers
- ~50% - Sales Team Support and Customer Service / Account Maintenance

### Lead Generation and Prospecting Activities:

- Collaborate with Director of Sales and Solution Executive(s) to determine necessary strategic sales approaches.
- Cold call new prospects and existing customers using a combination of Phone, Social Media and eMail.
- Identify decision makers within targeted leads, prospects, customers to start the sales process
- Create and deliver qualified prospects/opportunities to Solution Executives with calls-to-action notes, dates, contacts, etc.
- Maintain and expand the company's CRM system of Leads, Prospects and Customer contacts

### Sales Team Support and Customer Service Activities:

- Work as a team to close sales and/or transition to Solution Executive
- Support to Solution Executive when they need assistance while in the field
- Work with Solution Executive & Solution Consultant to monitor calendar of events and service schedules
- Driving attendance to events

### REQUIREMENTS:

- Committed to the necessary activities and behaviors required to meet sales performance goals.
- Strong interpersonal skills with the ability to maintain a high volume of contacts with positive results.
- Strong communication skills (written, verbal, phone) to support customer interactions and sales prospecting cold-calling.
- Must be able to work effectively both independently and as a member of a team.
- Must be computer literate using MS Office and contact management software.
- Valid driver's license and clean driving record

### PREFERRED REQUIREMENTS (BUT NOT REQUIRED):

- Bachelor's degree or equivalent experience
- Technical solution sales of automation or process systems
- Sales experience in CAD Technologies
- Knowledge of the engineering design processes.
- Sandler sales training/experience

**COMPENSATION:** Base Salary + Incentive

**BENEFITS:** Family medical; prescription coverage; life insurance; short-term disability; long-term & disability available. 401(k) with matching; 5 vacation days after 6 months and 10 vacation days after 1 year.

**D3 Technologies is an Equal Opportunity Employer**

**HOW TO APPLY:** Send resume to: [career@d3tech.net](mailto:career@d3tech.net) -- Background Checks are a Requirement for Employment