

Inside Sales Representative

Workplace Modular Systems is a dynamic and growing company, that designs and manufactures workstation components using modern state of the art equipment and technology. Our successful sales team is integral for communicating, collaborating, and selling our product and services to customers. The ideal sales representative will have a strong understanding of the sales process, building relationships, closing deals, and will assist existing and new clients design ergonomic workstation solutions within a variety of markets.

This is an exciting opportunity for someone aiming to grow their career.

Key Objectives

- Represent Workplace's products and services, with comprehensive understanding of how our solutions meet customer demand
- Develop, nurture, and maintain strong relationships within our existing customer base as well as identify potential new sales opportunities
- Generate reports, sales forecasts, and projections to achieve sales goals
- Prepare professional, complete, accurate price quotations and send to clients in a timely manner
- Understand our customer industry markets, assess customer needs, and stay up to date with the competitive market

Skills/Qualifications

- 1 – 5 years sales experience within a manufacturing setting
- Bachelor's degree preferred but not required
- Excellent communication, interpersonal, problem-solving, organizational and time management skills
- Proficient with CRM and Office products
- Positive attitude and strong work ethic
- Ability to travel occasionally

Benefits

- Great health insurance benefits
- 401k, Dental, Life/Disability Insurance
- Vacation and personal time and paid company holidays
- Cash bonuses based on performance
- Ongoing sales training and coaching