



## Inside Sales

### Job Summary

In this position the right candidate will be responsible for Machine Sales and will ensure the company meets revenue and profit objectives. This position will implement sales strategies while working with customers to select the appropriate CNC systems. The candidate must be aggressive and able to develop new business primarily through inbound and outbound marketing leads. Applicants must have exceptionally strong interpersonal, communication, presentation, computer, and organization skills, as well as a strong desire to succeed.

### Essential Functions

- Meeting and exceeding aggressive sales goals and overall objectives
- Handle inbound leads generated from catalog, the Internet, and trade shows
- Process prospective customers into our database
- Make out bound calls from our existing database via phone, e-mail or correspondence
- Ability to continually achieve and exceed assigned quotas/goals
- Manage and grow customer base as well as cultivating existing customers
- Convert leads into customers
- Build and maintain customer relationships
- Maintain an excellent representation of our company
- Manage multiple tasks and prioritize successfully

### Qualifications

1. Highly self-motivated individual who thrives in a competitive and fast-paced environment
2. Exceptional interpersonal, oral, and written communication skills
3. Strong analytical skills; creative problem solver
4. High level of professionalism and integrity; good judgment
5. Bachelor's degree in Business Administration or related field preferred
6. Previous sales experience preferred, but not required
7. Excellent computer skills required