

Inside Sales Specialist - Rotating Equipment

- *Memphis, TN, USA*
- *Salary depends on experience, skills and education*
- *Salary*
- *Full Time*
- *medical, dental, vision, 401K and other ancillary benefits*

Rotating Electromechanical Equipment Customer Service Specialist

Classification: Exempt

Reports to: Director of Sales

SUMMARY/OBJECTIVE

We are seeking an experienced Inside Salesperson with at least 10 years of experience in estimating electric motors and other electro-mechanical equipment to join our growing team. This position is responsible for building relationships with customers, identifying their needs, and providing them with cost-effective solutions. You will use your expertise in estimating electric motors and other electro-mechanical equipment to provide accurate quotes and proposals to customers.

Key Responsibilities

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Building and maintaining relationships with customers via phone, email, and other communication channels.
- Identifying customer needs and providing them with cost-effective solutions

- Estimating the cost of electric motors and other electro-mechanical equipment accurately.
- Creating and submitting quotes and proposals to customers in a timely manner
- Closing deals and generating revenue.
- Collaborating with other teams, including engineering, production, and customer service to ensure customer satisfaction.
- Keeping accurate records of sales activities and customer interactions.
- Staying up to date on industry trends and product developments
- Providing feedback to the management team to improve sales processes and customer satisfaction.

COMPETENCIES

- Detail-oriented with excellent organizational skills
- Excellent verbal and written communication skills
- Ability to work effectively and efficiently in a remote setting.
- Strong problem-solving skills and resourceful thinking
- Self-motivated and driven for results.
- Proven track record of meeting or exceeding sales targets
- Proficient in using Microsoft Office and CRM software.

WORK ENVIRONMENT

This position is 100% remote.

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is regularly required to:

- Prolonged periods of sitting at a desk and working on a computer.
- Must be able to lift up to 15 pounds at times.

POSITION TYPE/EXPECTED HOURS OF WORK

This is a full-time position that is 100% remote with office operating hours of 8:00 am – 5:00 pm

REQUIRED EDUCATION AND EXPERIENCE

- Bachelor's degree in Engineering, Business Administration, or a related field preferred
- Customer service and/or Inside Sales experience required
- 10 years of experience in estimating electric motors and other electro-mechanical equipment.

OTHER DUTIES

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for their job. Duties, responsibilities, and activities may change at any time with or without notice.

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