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INSIDE SALES REPRESENTATIVE JOB DESCRIPTION ALSIP, ILLINOIS

Instrument Associates, Inc. is a premiere provider of Instrumentation and Process Control products to the industrial marketplace. Designated by our well-known manufacturing partners as a Solution Provider, we continue to expand our dynamic Sales Force by searching for the best individuals to represent our services and products.

If you are experienced in providing industrial solutions to a broad range of markets, we would like to hear from you. If you are familiar with Instrumentation, Process Control, Fluid Power or closely related products and services, or you are mechanically and technically inclined, we want to learn more about you. If you consider yourself a sales and customer service expert we offer the stability and power you want so you can make more money. With more than 57 years of solid sales performance, Instrument Associates is your employer of the future giving you the opportunity to control your destiny and become an entrepreneur.

Position Requirements:

At least 3 years Inside Industrial Sales experience in Process Control, Fluid Power or closely related distribution

Mechanically and technically oriented

Familiar with IA markets such as chemical, utilities, steel, petro-chemical, OEM, MRO, food, etc.

Examples of Inside Sales Duties:

- Work with Outside Sales Team members in maintaining and developing territory accounts and prospects and setting goals and objectives for growth
- Professionally respond to customer phone, fax, emailed requests for RFQ's and orders
- Always "super-size" the order
- Promote IA product lines and solutions
- Utilize IA Management and Vendor Reps to support your growth
- Responsible for territory quotes and follow up
- Utilize IA CRM system to optimize communication
- Support and participate in all IA sales initiatives
- Follow company Visions, Values and Behaviors

What we offer:

A competitive salary plus an uncapped commission/bonus program (based on experience)

401k options

Profit Sharing

Paid vacation, holidays and birthday

Health and dental plans available

Please submit resume with salary requirements to hria@instrumentassociates.com