



Sales Associate - Job Description Warrenville Corporate Headquarters

EXPERIENCE, QUALIFICATIONS and EDUCATION:

The successful candidate will have the following skills, knowledge and demonstrated experiences:

- 2 to 5 years of successful inside selling experience to industrial OEMs, distributors, and end users
- Ability to identify new opportunities, create customer value, and close orders
- Proven management of new and existing accounts
- Keen ability to understand the customer's business needs and solve their problems
- Strong track record of working with multiple levels at each account
- Excellent communication skills including telephone, written, and face-to-face.
- Proficient computer and internet skills
- Undergraduate degree preferred.

PERSONAL TRAITS and PROFESSIONAL ATTRIBUTES

The qualified candidate will have a personal style that includes the following traits:

- A high level of integrity
- An outstanding work ethic and high energy level
- Enthusiastic, positive, and self confident
- Well developed interpersonal skills
- Strong team player
- Ability to self motivate in order to manage time and prioritize responsibilities

BASIC FUNCTION and RESPONSIBILITIES

This inside sales position has responsibility for managing new and existing business. This includes identifying, developing, growing, and maintaining assigned accounts. Responsibilities consist of:

- Acting as a customer advocate inside Plymouth Tube
- Responsible for covering assigned accounts
- Proactively seeking new customers through weekly prospecting
- Responding to customer inquiries
- Collaborates closely with customer service, operations, finance, and other departments
- Identifying major opportunities
- Develop strong relationships with multiple levels at each account
- Eliminates barriers that prevent or limit business with Plymouth Tube
- Participate in market strategy development
- Provide marketing with valuable market data
- Understanding customer's business, identifying their needs, and providing creative solutions
- Knowledgeable of Plymouth's products / services, and how to apply
- Timely follow up of customer quotes



PLYMOUTH TUBE CO USA[®]

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- Close orders
- Document customer interactions
- Occasional travel may be required
- Performing other duties as assigned

If interested contact:

Holly Both
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