https://www.premierpersonnelgroup.com/find-a-job/inside-sales-representative/

Inside Sales Representative

Hiring organization
Premier Personnel Group

Employment Type
Full-time

Beginning of employment
ASAP

Duration of employment
Full Time

Industry
residential home heating oil, propane, air conditioning, gas and plumbing services

Job Location
Newtown,PA, Pennsylvania

Base Salary
$ 20 - $ 21 plus commission up $65k

Working Hours
M-W In office 11 am to 8 pm, Thursday-Friday work from home

Description

As an Inside Sales Representative, you will educate prospective customers about the residential home heating oil, propane, air conditioning, gas and plumbing services we provide. You will manage inbound and outbound sales calls, providing customers information on the vast array of services we offer and enjoy success in signing new customers.

Responsibilities

- Answering inbound inquiries for pricing, service and delivery
- Negotiating pricing and service plans consistent with specified company guidelines
- Understanding and identifying customer buying decisions and positioning the benefits of our company to meet those needs
- Processing qualified applicants and establishing new accounts in our CRM system
- Conducting outbound call activity with a focus on customer retention and securing new business
- Ensuring timely customer follow-up on all inquiries and e-mails
- Working closely with customer service, delivery, service, credit and the field sales team to ensure an exceptional customer experience

Qualifications

As an Inside Sales Representative, you must be pleasant and professional with an engaging personality and possess the ability to function well in both a team environment and independently. You must also be highly detail oriented with strong negotiating skills. It is important that you display excellent verbal and written communication, interpersonal and active listening skills as well as, work well with both customers and coworkers.

Specific qualifications include:

- 2-5 years of Sales experience preferred
- High School Diploma or Equivalent; College degree a plus
- Recent college grads welcome to apply
- Strong analytical skills needed to gather and analyze information effectively
- Solid problem-solving skills and confidence to take decisive action
- Ability to learn and explain features, benefits and technical aspects of our product line
- Strong negotiating skills
- Computer proficient
- Ability to multitask, thrive in a fast paced environment
- Must be flexible to work additional hours when necessary based on workload and volume

Job Benefits

Full Benefits