



POSITION TITLE: Inside Sales Representative

REPORT TO: VP, Auto Transport

LOCATION: Columbia, Maryland

PT/FT/TEMP: Full-Time

For over 40 years B/A Products has designed and developed products that are industry standard for OEM's and end-users of the Towing, Vehicle Recovery, Fire, Rescue, Auto Transport, Industrial, Agricultural industries and more.

POSITION SUMMARY

B/A Products is seeking an Inside Sales Representative. We are looking for a talented Inside Sales Representative that thrives in a competitive sales environment and values the delivery of a great customer experience.

KEY RESPONSIBILITIES

- Highly motivated by inside sales and enjoy selling
- Source new sales opportunities with both current customers and new leads
- Understand customer needs and requirements
- Learn the product offering and be able to distinguish between warehouse stock items and custom items
- Correspond with customer service, marketing and operation associates for up to date product information including [but not limited to] manufacturing lead times and price lists
- Ability to present the value of our portfolio of products to our customers and potential customers

REQUIRED KNOWLEDGE/SKILLS

- Duties require professional verbal and written communication skills
- Must be detail oriented and have the ability to multi-task
- Strong phone presence
- Excellent customer service skills
- Knowledge of Microsoft Office and Microsoft Dynamics AX system experience or other Tier II or above ERP system

EDUCATION & EXPERIENCE REQUIREMENTS

- High School Diploma required
- 1-2 years in an Inside Sales/Customer Service role
- Experience in a Manufacturing environment preferred

WORKING CONDITIONS

Ability to work on a PC including repetitive use of a keyboard and mouse for long periods throughout the course of the work day.