

## **Inside Sales Representative Job Description**

- Inside sales position is perfect for a person that has a working knowledge of the promotional product industry and/or the bag/carrying case business.
- You will aggressively prospect and develop accounts, generate sales quotes and handle customer inquiries.
- You will be highly engaged in business development.
- You will initiate outbound calls and receive inbound calls, email, etc. in order to develop new business for the company.

### **Requirements:**

- Minimum of 1 year of inside sales experience with a demonstrated ability to close orders
- Associate's degree or equivalent experience in promotional product sales
- Strong verbal and written communication and presentation skills
- Strong MS Office and knowledge of CRM systems
- Must have a record of success in cold calling, qualifying leads, positioning value-added services and closing business.
- Must be a fast-paced, goal oriented individual who can provide world-class service to our Customers

### **Preferred Qualifications:**

- Recent Promotional Product Sales Experience
- Outgoing, dynamic personality
- Can-do attitude that loves to be challenged
- Proven track record of closing sales and meeting and exceeding goals
- An excellent communicator with the ability to facilitate a presentation or a one-to-one meeting
- Demonstrated ability to work effectively with management, operations and marketing teams
- Excellent time-management skills in a self-paced work environment

### **This position offers you:**

- Competitive base salary plus commission.
  - Opportunities for career growth and stability.
  - Competitive benefits package including health and dental insurance opportunity, paid vacation and holidays
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- Job Location: Anaheim, CA
  - Email Resume to [JS@Mobileedge.com](mailto:JS@Mobileedge.com)