



Inside Sales Representative

All Flex Solutions is an Affirmative Action/Equal Opportunity Employee

Job Description

The Inside Sales Representative is responsible for interfacing with customers and managing inquiries to understand the program needs and potential for sales. The Inside Sales Representative will report to the Applications Engineering Manager.

Responsibilities and Duties

- Must have strong desire to interface with customers via direct contact, sales calls, email and phone to determine need, qualify opportunity and create lead or quote within Salesforce.
- Respect the confidentiality of company and customer information.
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails.
- Promote and champion the All Flex Solutions brand to customers resulting in increased opportunities.
- Pursue personal growth and continued learning and/or training in areas of processes and circuit design or customer satisfaction.
- Demonstrate tact and good judgment in handling difficult problems.
Communicate changes.
- Develop meaningful relationships with customers to encourage trust and loyalty.
- Strong desire to work within a team setting.

Requirements

- Bachelor's degree and/or 1-3 years of sales experience.
- Knowledge and understanding of concepts, contents and application of ISO 9000 is helpful.
- Desire to learn about the manufacturing, production, mechanical and quality concepts related to flexible circuits and heaters.

- Must possess excellent communication skills in the English language - both written and verbal