



Does it excite you to work in a fast paced, multi-faceted environment servicing a variety of different industries?

Do you enjoy building lasting relationships with repeat customers?

Do you want to make raving fans out of those customers?

Do you want to work for a company that shares this passion?

If you answered "Yes" to these questions then you are a person who shares our values. We are seeking an Inside Sales Manager who believes fulfilling our customer's needs is the key to our organization's success. This person will be responsible for managing the customers' experience from their initial introduction all the way through their ongoing relationship with our customer service department.

As our Inside Sales Manager, you will be a high-level contact point with our customers. You will report directly to the President who shares your passion to be the best in the industry. The Company will rely on your expertise as you develop and implement our sales strategy for the future. Your knowledge of our customers, their industries and our margins will ensure we provide competitive pricing while remaining profitable.

You will have the opportunity to cultivate customer-focused, results-oriented Inside Sales and Customer Service Departments. You will be the leader of the process to qualify new sales opportunities, ensure quotations and customer orders are turned around rapidly with a high level of accuracy. You will create metrics analyzing and reporting on your departments' performance. You will implement, develop and improve our systems and processes, including customer feedback, making certain we are providing the best service and always improving. You are the ear of the customer and we want to listen to what they are saying.