Inside Sales Representative, Alloy Products
Wall Colmonoy Corporation
Madison Heights, MI

Wall Colmonoy, established in 1938, is an international materials engineering company with operations in the U.S. (Cincinnati, OH; Oklahoma City, OK; and Los Lunas, NM), Canada, and U.K. The world headquarters is located in Madison Heights, MI.

Wall Colmonoy is looking for an Inside Sales Representative to expand its Alloy Product’s sales team. The Inside Sales Representative is responsible for prospecting and selling Colmonoy® and Nicrobraz® products to new customers. The Inside Sales Representative works in close coordination with Marketing, Customer Service, and Technical Sales.

The Inside Sales Representative is responsible for building business relationships with new prospects to generate interest, identify needs, engage decision makers, and create value for customers. The ideal candidate for this role has excellent communication skills; is extremely organized with strong attention to detail; highly motivated; has the ability to manage multiple tasks while meeting deadlines, and is an enthusiastic team player with a desire to sell.

The position reports to the Director of Sales North America.

Responsibilities

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails – managing leads and contacts in CRM system
- Research accounts, identify key players and generate interest by evaluating customer needs and requirements
- Leverage technical knowledge of product and customer application to create value
- Maintain and expand database of prospects within the assigned territory
- Partner with Marketing, Outside Sales and Customer Service to build pipeline and close deals
- Perform effective phone and online presentations to prospects
- Provide product recommendations, pricing, availability, and lead time information to potential customers
- Manage communication with Sales and other departments to proactively respond to customer needs and maintain customer satisfaction
- Follow-up leads. answer customer questions or direct customer inquiries about products and services
- Close sales and achieve quarterly quotas
- Where appropriate, steer qualified opportunities to the appropriate area for further development and closure
Requirements

- BA/BS degree or equivalent in Sales, Marketing or General Business
- 0-5 years’ inside sales experience
- CRM experience - ACT and/or Salesforce, HubSpot CRM preferred
- Proven success in a business development or sales function
- Working knowledge with thermal spray, brazing and welding technologies, with capacity to learn
- Strong phone presence and experience dialing dozens of calls per day
- Extremely results-oriented and organized, highly motivated
- Ability to multi-task, prioritize, and manage time effectively
- Friendly, positive, perseverant personality and capacity to convince
- Intellectual curiosity, flexibility, drive, self-confidence, high energy
- Excellent communication skills - verbal and written
- Proficiency in MS Office Applications: Outlook, Excel, Word, PowerPoint
- Working knowledge of ERP software such as Microsoft Dynamics AX
- Occasional travel to trade shows, customer visits or sales meeting

Job Benefits Include:

- Competitive salary, plus incentive based on sales performance
- Medical & Life Insurance Available
- 401(k) plan + Employer Match

For more information visit www.wallcolmonoy.com

Send resume with salary history to: vmarrel@wallcolmonoy.com

Wall Colmonoy does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.