



## DESAPRO INC.

**Position Title:** Inside Sales Representative

**Reports to:** CEO/President

**Duration:** full-time/ non-exempt

**Pay Range:** \$16-\$18 per hour (+ sales bonus!)

### Company Background:

- **DESAPRO** is an international leading company in the design and manufacturing of aluminum cases for the aerospace, defense and medical industries.
- We are growing and currently in search of an Inside Sales Representative
- We offer a robust benefits package that includes vacation, medical, dental, vision, 401K and more.
- We are a drug free workplace.
- **DESAPRO** is an Equal Opportunity Employer. Minorities and Females are encouraged to apply.

### Position Summary:

- The Inside Sales person will focus on customer acquisition. This position involves cold calling new potential clients, client business referrals, or web leads.
- Provide prospective customers/clients with all services offered, and additional presentations as needed.
- Work with client to create solutions for their needs and consult through the sales process. Must be energetic, well-spoken, and eager to close sales and increase revenue
- Identify leads using in house technology tools and through self-initiative and research
- Record and maintain activity in CRM (Customer Relationship Management) software.

### Essential Functions

- Cold calling; making multiple outbound calls to potential clients
- Understanding client needs and offering solutions and support
- Researching potential leads from business directories, web searches, or digital resources
- Qualifying leads from digital campaigns, conferences, references, tradeshow, etc.
- Creating and maintaining a list/database of prospect clients using CRM software
- Presenting and delivering information to potential clients
- Answering potential client questions and follow-up call questions
- Working with other departments as needed when closing sale
- Tracking weekly, monthly, and quarterly performance and sales metrics using CRM

- Building pipelines with channel partners and team members to close sales
- Maintaining database (CRM, Excel, etc.) of prospective client information
- Closing sales and working with client through closing process

**Job Qualifications:**

- Associate's degree, or equivalent, in business or marketing.
- At least 2 to 5 years' of experience in sales.
- Previous experience in outbound call center, inside sales experience, or related sales experience preferred
- Must be U.S. person, eligible to work with export-controlled documents.
- Knowledge of sales process from initiation to close
- Willingness to travel a plus.
- Requires problem analysis and resolution at both strategic and functional level.
- Comfortable with deadlines and enjoys working in a fast paced, growing organization.
- Comfortable making cold calls and talking to new people all day
- Tenacity to handle rejection and continue on with a positive attitude when reaching next potential client
- Persuasive and goal-oriented
- Possesses an energetic, outgoing, and friendly demeanor
- Eager to expand company with new sales, clients, and territories
- Self-motivated and self-directed
- Able to multitask, prioritize, and manage time efficiently
- Ability to work independently or as an active member of a team
- Excellent verbal and written communication skills; the ability to call, connect and interact with potential customers
- Strong computer skills, including Microsoft Office Suite (Word, PowerPoint, Outlook, and Excel) and CRM/Salesforce experience preferred

**Application Process:**

- E-mail- Please send your resumes to our hiring manager, [ckahler@desapro.com](mailto:ckahler@desapro.com) – please reference job title in the subject line and ensure contact name and e-mail are provided.