



Job Title: Inside Sales

Location: San Antonio, TX

Status: Active, Full-Time Position

Since its founding in 1983, Five Star Electric (FSE) has grown from a small motor distributor to become a dominant leader in the application of low and medium voltage systems involving variable speed drives, reduced voltage solid state starters, switchgear, power transformers, DCS / PLC systems, motor control panels and integrated power control rooms. FSE has earned a strong reputation in the industry for providing well engineered, reliable and cost effective control systems and service.

DESCRIPTION:

Mission: The Inside Sales rep will develop his or her revenue generation through the creation of sales leads, initiation of prospect calls, and establishment of ongoing rapport with customers, and develop proposals based on customer requirements. Integrity, vision, and passion are essential for this role. The position is within the Inside Sales Department. Inside Sales shall work directly with the Engineering, Service and Production Departments in order to exceed the customer needs and expectations.

RESPONSIBILITIES:

- ★ Work with manufactures we represent to develop bid proposals
- ★ Work with FSE Account Managers and Customers to develop quotations for motor control products
- ★ Collaborate with Sales Supervisor and Account Managers to determine necessary strategic sales approaches
- ★ Handle inbound, unsolicited prospect calls and convert them into sales
- ★ Maintain and expand the company's database of prospects
- ★ Ensure follow-up by passing leads to Account Managers with calls-to-action, dates, complete profile information, sources, and so on
- ★ Emphasize product/service features and benefits, quote prices, discuss credit terms, and prepare sales order forms and/or reports
- ★ Manage internal purchase orders by coordinating with the customer and production to ensure an accurate delivery process
- ★ To make recommendations for process improvements

JOB REQUIREMENTS:

Required Qualifications:

- ★ Have some knowledge in electric motors and controls
- ★ Desire to learn and understand new electrical products
- ★ University or college degree or an acceptable combination of education and experience
- ★ Able to build and maintain lasting relationships with customers
- ★ Experience in opportunity qualification, pre-call planning, call control, account development, and time management
- ★ Self-motivated with high energy and an engaging level of enthusiasm
- ★ Computer skills (Microsoft Word & Excel)
- ★ Strong work ethic
- ★ Must work well with others on any level and show respect at all times
- ★ Ability to occasionally travel and attend sales events or exhibits
- ★ Strong problem identification and objection resolution skills
- ★ Exceptional verbal communication and presentation skills

COMPENSATION:

Competitive pay, paid medical & dental benefits, FSA, long term disability, short term disability, matching 401K

Please visit <http://www.vfd.com/onlineapplication> to complete our Five Star Electric application