Inside Sales Representative

Buffalo, MN · Full-time · **$75k**

Inside Sales Representative
Location: Buffalo, MN; 100% Onsite
Benefits: Medical (company pays 90% of employee's premium), 401k, Profit-Sharing, Holidays, PTO
On-Target Earnings: $90,000
Base Salary: $75,000 + Bonus (Paid Monthly, Typically, an additional $15,000/annually)
Job Type: Full-Time
Typical Hours: Monday-Friday, 8:00 AM to 5:00 PM
Sponsorship not available

Inside Sales Representative – Account Management & Sales Support Description

Our client, a leading supplier of propane equipment, is looking to hire an Inside Sales Representative to join their team in Buffalo, Minnesota. Given the specialized nature of their industry, they're looking for someone who brings experience within the propane or natural gas industries. They're open to a variety of backgrounds, including customer service, shipping and receiving, technical support, or account management. The majority of your time will be spent handling inbound customer inquiries, preparing quotes, providing product guidance, and processing orders. During slower periods, you'll also have opportunities to develop new business through outbound prospecting. While this isn't the primary focus of the role, there is an additional bonus structure to reward those efforts.

You'll be joining a smaller, family-owned company with a **great reputation and a tenured team**. This opening comes as a result of an internal promotion and a planned retirement, which speaks to the longevity of the team. **They also offer profit sharing and cover 90% of the employee's medical insurance premium.**

Inside Sales Representative – Account Management & Sales Support Responsibilities

- Manage inbound customer inquiries and sales orders by phone, email and web
- Prepare quotes, recommend products and work to convert inquiries into sales
- Follow up on open quotes and customer inquiries to secure new orders
- Provide technical product guidance and help customers identify the right solutions
- Process orders accurately and coordinate shipments to meet customer needs
- Build relationships with existing customers and identify additional sales opportunities
- Develop new business through outbound calls during slower periods
- Reach out to prospective customers in markets without an assigned territory rep
- Work with outside sales to support customer relationships and drive sales
- Attend industry events a few times throughout the year (less than 5% travel)
- Maintain customer accounts, sales activity and prospect information in the CRM

Inside Sales Representative – Account Management & Sales Support Qualifications

- 3+ years of propane or natural gas industry experience required
- Customer service, account management, sales, or technical support experience required
- Able and willing to work onsite daily

Apply: https://twonice.hire.trakstar.com/jobs/fk0zajm/?apply=true

Your search team



Patrick Cahill
President



Joanne Santos
Sourcer



Michele Luther
Senior Recruiter



Laura Selling
Client Manager