

Inside Sales Representative - Plumbing/HVAC/Electrical

Staten Island, NY · Full-time · **\$35–40/hr**

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Location: Staten Island, NY

Salary: \$35 – \$40/hour + Commission + Benefits

Benefits: Health, Dental, Vision, 401k w/ Match, PTO

Job Type: Full-Time

Schedule: M-F, 7:00 AM–5:00 PM, plus rotating Saturdays, 8:00 AM–12:00 PM

Sponsorship not available

Relocation assistance not available

Inside Sales Representative Description

Our client, an established wholesale distributor, is looking for an Inside Sales Representative with a plumbing, HVAC or electrical background to join their team in Staten Island. This role is focused on growing existing customer relationships, developing new business, and helping contractors find the right products and solutions for their projects.

The ideal candidate is a confident, customer-focused sales professional with strong product and application knowledge. You should be proactive, organized, responsive, and comfortable building relationships with customers while working closely with outside sales and the branch team. This is an excellent opportunity to join a stable company that takes care of its employees and provides opportunities for growth!

Inside Sales Representative Responsibilities

- Prospect for new customers and identify opportunities to grow sales
- Sell, upsell, and cross-sell products based on customer needs and applications
- Recommend appropriate products, alternatives, and complementary items
- Prepare and follow up on quotes, bids, orders, and customer requests
- Build strong customer relationships and provide responsive, knowledgeable service
- Partner with outside sales, showroom, branch, and corporate teams to support customer needs
- Maintain strong knowledge of products, applications, competitive offerings, and industry trends
- Use company systems to manage customer information, sales activity, and follow-up
- Support branch initiatives and contribute to overall team success

Inside Sales Representative Qualifications

- 2+ years of sales experience in plumbing, HVAC, or electrical products required
- Strong product and application knowledge required
- Familiarity with wholesale distribution required
- Proficiency with Microsoft Office and general office technology required

Apply: <https://twonice.hire.trakstar.com/jobs/fk0ztgt/?apply=true>

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