



<https://www.millenniumprecision.com/job/inside-sales-representative/>

Inside Sales Representative

Description

Millennium Precision, LLC is looking to fill a new position of Inside Sales Representative. This position would work closely with business development, supply chain, engineering, and operations. The position of inside sales representative would be to develop and maintain relationships with customers, manage sales inquiries, input new orders, and manage existing ones. This position would also be involved in the quoting process and communication with customers.

Responsibilities:

Supports revenue by obtaining orders; understanding and interpreting technical requirements; providing technical & costing information to existing and new prospective customers; developing new and existing accounts through internal customer contacts or the use of business development.

Responsibilities

Job Duties:

- Preparing and submitting quotations.
- Customer contact by telephone, fax, and e-mail inquiries; verifying and entering information as required.
- Fill orders by transferring orders to fulfillment; communicating expected delivery date; explaining stock-outs; liaison when quality problems arise at the customer.
- Maintain communication records and follows up with customers.
- Machined component manufacturing experience (Swiss turned parts preferred) and ability to generate customer quotations from specifications and information supplied by the customer.
- Supply customer requested information in a timely manner.
- Generate ECN (engineering change notices) for changes to customer part drawings or new product introduction.
- Attend meetings, work closely with engineering, quality, scheduling, business development, and supply chain.
- Meet personal and team sales targets.
- Perform other duties as stated by Management.

Qualifications

Inside Sales Representative Skills and Qualifications:

Proven experience, Meeting Sales Goals, Familiarity with different sales techniques, Closing Skills, Prospecting Skills, Technical Understanding of Swiss turned parts, generating quotations, Building Relationships, People Skills, Data Entry Skills, Customer Focus, Professionalism, Motivation for Sales. Experience with JobBoss ERP system is a plus.

Education/Experience:

Hiring organization

Millennium Precision

Employment Type

Full-time

Beginning of employment

ASAP

Industry

Sales

Job Location

234 Abby Rd, 03103, Manchester, New Hampshire, USA

Working Hours

8:00AM - 4:30PM Monday through Friday

Base Salary

\$ 40,000 + - \$ Based on Experience

Date posted

February 8, 2021

- 4-year degree or a background in sales.
- Minimum 5 years sales experience.
- Competent in the use of Microsoft Office suite

Job Benefits**Benefits Package Includes:**

Company Paid Medical Insurance – 100 % (Anthem Blue – NE)

Company Paid Dental Insurance – 100 % (Delta Dental)

Company Paid Vision Care – 100% (Delta Vision)

Company Paid Life Insurance – 100%

Company Matched retirement plan.

Paid Vacations/Sick time

Paid Holidays

Tool Purchase Program

Clean, Safe, Enjoyable place to work!

Contacts

Please email, fax, or mail your resume to:

Millennium Precision LLC

234 Abby Road

Manchester, NH 03103103

Ph.: 603-644-1555

Fax: 603-644-2155

jobs@millenniumprecision.com