

Team Tube is a multi-branch metal service center. We are looking for an inside sales representative for our Sacramento, CA facility.

Team Tube has grown to become one of the leaders in our industry not only for the products we provide but the relationships and rapport our Inside Salespeople have built with our customers. Our customers have repetitive needs for the products we carry and keep coming back to us. Our inside sales associates are the key to our business success.

**** Qualifications ****

The ideal candidate would have exceptional customer service skills with an inside sales emphasis. This requires the ability to quickly develop rapport and speak confidently while on the phone. You will be a team player, relationship builder and have a desire to learn. Strong math and mechanical aptitude are key success factors for the position.

**** Job Functions ****

The duties of the Inside Sales position entail business and customer development, including quoting and quote presentation, providing technical support, locating and purchasing material when required, making reasonable and accurate delivery and performance commitments, problem reconciliation, order entry, written and verbal communication with fellow employees, customers, vendors and suppliers.

**** Sales ****

High volume of inbound and outbound customer phone calls each day
Leverage your knowledge of the customer's business to grow our sales
Follow up and react when necessary to win the business

**** Sales Technique ****

Sales person understands that there are techniques in sales. Strong verbal and written communication skills are essential. These include asking the right questions, making offers in positive tones, cross-selling other products and offering solutions to customer problems. These are what make the difference between being a salesperson and an order taker.

Requirements:

Associates degree minimum

Minimum 2 years of sales experience,

Strong basic math skills

Exceptionally detail orientated

Excellent communication skills

Good at handling details

Comfortable with moderately technical information

**** Compensation ****

We offer associates an excellent compensation package including salary, profit sharing, medical / dental / vision along with short / long term disability, life insurance, and matching 401K.

A FULL BACKGROUND and CREDIT CHECK will be done on all prospective candidates along with a Math Test and DRUG SCREENING.