

Job description

Job Posting: Inside Sales Representative

Distributed: Wednesday, April 6, 2022

Deadline: Friday, April 29, 2022

ABOUT US

Fiber Connections is an innovative manufacturer of custom active and passive optical connectivity and media conversion solutions. We offer a complete line of fiber optic cable assemblies, fiber management solutions, media conversion and Power over Ethernet network hardware.

ELIGIBILITY

- Post-Secondary Education preferred.
- Must have own transportation.

RESPONSIBILITIES

- Handle customer inquiries.
- Propose and quote products and solutions to customers.
- Follow up on quotes.
- Order entry and order expedite.
- Track opportunities and activities in CRM.
- Liaison with production and engineering to develop new and adapted products for opportunities.
- Work with production to establish lead times for project quantities of standard and new products.
- Follow up on projects to ensure customer satisfaction and manage incremental sales.
- Be willing to visit with customers and commit to trade show and seminar participation.
- Follow up on opportunities and keep rolling forecast information current.
- Issuing and finalizing RMA's (Return Material Authorization).

REQUIREMENTS

- Previous sales experience is an asset.

KNOWLEDGE/SKILLS/ABILITIES

- Good working knowledge of Fiber Connections products (will train appropriate candidate)
- Must be able to work independently and multitask.
- Ability to work easily and comfortably in a fast-paced and changing environment.
- Exceptional interpersonal skills and an ability to manage relationships with a diverse range of personalities.
- Excellent verbal and written communication skills.
- Excellent organizational and time-management skills.
- Excellent computer skills, particularly with Microsoft Office programs (Excel, Word, Power Point).

We thank all applicants for their interest however only those candidates selected for interviews will be contacted.

Job Type: Full-time

Email resume to: meghan@fiberc.com