

Sales Account Representative



A trusted global adviser of XRF Sample Preparation Products and Services manufacturers and distributes scientific equipment & consumables for industrial laboratory markets worldwide. Due to our continued growth we currently have a Account Representable Inside sales position available. We are seeking sales oriented customer service representatives to assist us in servicing our existing customers.

Responsibilities for Sales Account Representative

- Create, build and nurture successful relationships with new prospects and existing customers.
- Exercise diligence in planning, organizing, and networking sales and services.
- Ability to effectively build relationships with customers to maintain, defend and grow business.
- Meet or exceed monthly activity goals & objectives.
- Manage, organize, and maintain accurate customer profiles, records, activities and contacts.
- This is a full time position with a schedule of 8:30am-5:00pm Mon thru Fri.

Qualifications for Sales Account Representative

- Min 2 years as an Account Representative; professional sales experience.
- Proven experience utilizing the Internet to conduct research producing positive results.
- Excellent communication skills & etiquette as this position requires contact with our customers.
- Excellent computer skills including Microsoft Office, QuickBooks and Contact Manger Software.
- Excellent organizational skills; diligent with great attention to detail for recording notes.
- Demonstrated ability to multi-task in an activity driven work environment.
- Proven record of attendance and punctuality are essential.
- Ability to maintain positive attitude and enthusiasm.

Benefits for Sales Account Representative

We offer a competitive salary, paid vacations, holidays, sick days, plus a 401 K Plan and pay while you train with opportunities in a fast paced dynamic industry.

Contact:

Send your resume to: jobs@premierlabsupply.com