

**MAKE. CREATE. INNOVATE.**

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## POSITION SUMMARY:

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As the Inside Sales Representative, you will work closely with our outside sales team and focus on customer acquisition and retention. You will create quotes, process order, and proactively call to existing as well as potential customers. Product knowledge is imperative to the position as we strive to provide customers with information about all services as solutions to their needs. You must be self-driven, eager to close and increase sales.

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## WHAT YOU WOULD DO:

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- Utilize relationship focused selling techniques by working closely with customers to solve their problems, increase their productivity, and ultimately increasing their profits.
- Generate new and repeat sales by providing product and technical information in a timely matter.
- Listen and seek to understand customer needs in order to create comprehensive solutions.
- Proactive selling: cross-selling, up-selling, add-on sales, quote/sales follow-up, and researching potential prospects with existing product lines.
- Accurately process customer orders and quotes.
- Educate customers about terminology, features and benefits of products – present and deliver information effectively.
- Utilize CRM System effectively per company specifications.
- Contact customers following sales to ensure ongoing customer satisfaction.
- Closing sales and working with customers through closing process.
- Perform other duties as assigned

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## QUALIFICATIONS:

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- Willing to make 5+ proactive calls daily.
- Excellent verbal and written communication skills; the ability to call, connect, and interact with customers.
- Demonstrates perseverance and is goal oriented.
- Possesses an energetic, outgoing, and friendly demeanor.
- Must prioritize well under pressure and be able to manage stress effectively.
- Demonstrates understanding and applications of effective selling strategies.
- Self-motivated and self-directed.
- Demonstrate a high level of critical thinking, situational analysis, and problem-solving skills.
- Demonstrates independent work initiative, sound judgement, and a professional demeanor.
- Demonstrates outstanding organizational skills and attention to detail.
- Able to read and interpret drawings and blueprints as well as work instructions and procedures
- Possesses a high level of integrity, confidentiality, and accountability
- Previous inside sales experience or related sales experience preferred
- Strong computer skills - MS Office Suite, Outlook, Excel, and PowerPoint
- Able to perform business math (basic algebra, compute rate, ratio, etc.)
- Ability to work independently or as an active member of a team
- Tenacity to handle rejection and continue with a positive attitude
- High school degree or equivalent

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### THE BENEFITS:

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- You get to work in an incredible space with amazing people who are passionate about maintaining a healthy and positive work environment
- Competitive compensation and profit sharing
- Vacation time
- Training and development opportunities
- Fitness facility
- Great dining space which includes kitchen stocked with healthy snacks
- Health, Vision and Dental Benefits
- RRSP matching program
- The opportunity to work with a fun and growing organization
- Work for an “essential service” company
- Casual business dress environment
- Regular employee appreciation events
- Amazing supportive culture!

**HOW TO APPLY:** If this role is of interest to you, please send your resume to [careers@redwoodplastics.com](mailto:careers@redwoodplastics.com)

***Job Type: Full-time***