

## **Inside Sales Representative**

### **Post Falls, ID, USA**

Inside Sales Representative will work directly with account managers to organize all aspects of customer care to ensure customer satisfaction; protect and grow assigned revenue stream; cultivate solid account relationships and drive customer satisfaction; place proper emphasis on growth through new account acquisition; coordinate communication pertaining to channel sales activities; attend training to continuously improve the knowledge and level of service required by customers; listen to customers to identify additional opportunities to provide solutions; work with applications engineering team to find field solutions for customers, as necessary.

### **Qualifications:**

- AA degree (Bachelor's degree preferred) or equivalent work experience in business/technology related fields.
- Knowledge of sales and marketing in business to business environment necessary.
- Demonstrated successful experience in direct or channel sales, sourcing and closing sales via telemarketing and cold calls.
- Excellent verbal and written communication skills.
- Ability to demonstrate excellent organizational and time management skills.
- Proficient computer skills using customer relationship management (CRM) software as well as Microsoft Office.
- Must be willing to travel 25% of the time.

For consideration, please submit resume, reference and cover letter via electronic mail to [hr.sales@raycapinc.com](mailto:hr.sales@raycapinc.com)