

TELESALES

ID Number: 103-6200

AcuTemp Thermal Systems is a manufacturer of temperature-sensitive packaging and shipping solutions. We combine superior proprietary technologies with unmatched systems expertise to deliver high performing temperature management solutions. Our storage solutions range from small passive shipping boxes to large active pallet-size shipping containers equipped with sophisticated data-logging capabilities. Our products are marketed directly and through a global network of distributors to businesses with temperature sensitive requirements in the pharmaceutical, biotechnology, public health, defense and transportation/logistics markets.

We are a growing, dynamic company seeking a Telesales Representative to increase AcuTemp revenue by selling AcuTemp products and services to customers and to provide timely and effective customer support service to AcuTemp customers.

Key responsibilities include:

Responsibilities for this position include:

- Achieving annual revenue objectives with proactive selling action, including telephone prospecting, fast response to website inquiries, internet research, direct e-mail/mail program follow-up through telephone sales activity.
- Assessing and qualifying all prospects to assure their needs are satisfied with an AcuTemp solution.
- Developing and providing quotations to Telesales customers/prospects; following up repeatedly on all pending quotations until a final decision is made.
- Performing pre-sales activities such as working with customers to obtain and process paperwork related to the credit approval process, and signing of contracts, etc.

Requirements:

- Qualified candidates must possess a High School diploma or GED equivalent; some college courses preferred.
 - Must have 2-5 years experience with successful business-to-business telesales/inside sales experience and customer support experience.
 - Must possess sales skill attributes and knowledge of business-to-business selling cycle process.
 - Strong interpersonal skills, both written and verbal.
 - Working knowledge of Microsoft Office software.
 - Ability to manage constantly changing workload, while meeting deadlines.
 - Professional demeanor, tact, diplomacy, and ability to maintain good relationships with internal/external customers under stressful conditions is required.
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We are committed to selecting the best people for our positions and helping them develop the job skills to realize their full potential. We offer a competitive salary and benefit package. Please email your resume to:

resume@acutemp.com

or

fax or mail your resume to:

AcuTemp Thermal Systems
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