



Counter Sales Position

Job Title: Counter Sales Representative **Date:** August 2020

Job Description: The IAC ICounter Sales Position will be responsible for, but not limited to, quotation, order entry, and customer service/support for phone, email and in-person city sales counter. This position also supports the needs of the inside sales team. The correct, quality management of customer opportunities from generation, quotation, entry, and delivery are of paramount importance.

Primary Responsibilities:

- Fielding Customer phone calls, and servicing counter and walk in business.
- Accurate quotation of lead times, pricing, and logistics per customer requests.
- Potential of pulling, assembling, and staging customer orders.
- Appropriate merchandising of counter area displays and products.
- Proper maintenance of counter and inside sales including cleanliness, organization, etc.
- Promotion of company and vendor programs, messaging, and product launches.
- Inside and Counter Sales Technical Leadership
- Close collaboration and communication with internal IAC sales and support group resources.
- Competency with Database Business Systems.

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| Job Location: | Memphis | Company Industry: | Inside Sales Customer Support |
| Job Role: | Inside Sales | Joining Date: | Immediately |
| Employment Status: | Full-time | Employment Type: | Full -time |
| Salary Range: | Negotiable | Manages Others: | No |
| Number of Vacancies: | 1 | Other: | |

Skills:

Qualifications:

- Passion for solving of customer applications and issues
- Excellent communication skills and ability to grasp and utilize e-tools, concepts, and processes.
- Exhibit a High Level of Customer Facing Professional Service
- Computer skills (i.e. Windows, Microsoft Office Suite, PDF, PowerPoint) and SX e
- Understanding of sales data and how it can be used to analyze business to improve customer service
- Creative visualization, critical thinking, and urgency to respond to customer demands.
- Collaborative coordination and time management.
- Knowledge of electrical and industrial products and services.

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| Career Level: | Entry-Intermediate | Years of Experience: | 2+ years of industry experience, electrical and/or industrial distribution experience considered a plus. |
| Degree: | College degree or some college preferred and/or equivalent work experience acceptable | Education: | Electrical Certification, 2 or 4-Year Degree Preferred |