



## Inside Sales Representative

### Job Summary

For over 100 years Mueller Electric has been known for products manufactured to its own, higher standards, creating products that are rugged, durable and provide an excellent value. Ever since Ralph Mueller invented the “alligator clip” back in 1908, the Mueller name has been synonymous with quality, durability and reliability. Throughout the years, Mueller’s attention has remained squarely focused on the quality aspects of its products. As we’ve always said, Mueller products “outlast all others and cost less, because they last.” We are currently looking for a goal oriented dynamic Inside Sales Account Representative to join our team. This role will focus on establishing, developing, and managing relationships with customers and potential customers primarily by telephone.

### Responsibilities

- Perform outbound cold and warm calls to potential and current assigned customers
  - Deliver effective presentations to contacts
- Achieve company sales and profit goals
- Communicate Mueller value proposition
- Drive new business development to custom cable assemblies market
- Develop tight customer relationships – Retain customers
- Develop account strategy to penetrate the account properly (account planning)
- Quote creation and follow up, assist with marketing programs and take overflow calls from customer service department
- Record customer data through sales automation / CRM
- Individual and joint field calls to high potential customers
- Effective communication across all channels and departments
- Interpret data to recognize trends and patterns, employ strategies to address
- Communicate detailed product information to customers – good product aptitude

### Qualifications

- 1-2 years experience in proactive telephone sales positions
- Demonstrated successful sales history of achieving objectives
- Experience working in technical/production background a plus
- Experience selling a broad range of products
- Demonstrated ability to work autonomously
- Professional and positive approach a “Can Do” attitude, self-motivated, strong in building relationships, team player, dynamic, creative with the ability to work on own initiative
- Business related computer skills including Outlook, Excel, Word, PowerPoint and CRM
- Experience selling instrumentation/custom cable assemblies a plus
- Bachelor’s Degree or equivalent business / sales experience