**Inside Sales - Technology**

[Diamond Assets](https://www.ziprecruiter.com/c/Diamond-Assets/Jobs)  [Milton, WI, USA](http://maps.google.com/?q=Milton%2C%20WI%2C%20USA&z=9)

**Benefits Offered**

401K, Dental, Medical, Vision

**Employment Type**

Full-Time

**Why Work Here?**

*“#7 on the Inc 5000 list in 2018!”*

*“Fast Growing Tech Company”*

*“Fast paced and high energy culture!”*

Earning potential: base + commission = over $100k

Diamond Assets-ranked #7 on the Inc 5000 list- is currently hiring for a motivated Inside Sales “Rockstar”. The ideal candidate will have a burning desire to succeed and achieve the company's goals set forth.

**Roles & Responsibilities**

* Develops sales opportunities by researching and identifying potential accounts; developing new accounts; building rapport; providing technical information and explanations; preparing quotations.
* Accomplishes department and organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
* Maintain company margins and price markups by utilizing existing buy pricing metrics vs sales targets
* Focuses sales efforts by studying existing and potential volume of dealers.
* Negotiate all orders in best interest of company goals and margins. Refer to tools created and provided by Diamond Assets leadership team.
* Keeps management informed by submitting activity and results reports, weekly work plans, and monthly and annual territory analyses.
* Monitors competition by gathering current marketplace information on pricing, products, new products, etc.
* Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
* Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; and establishing personal networks.
* Contributes to team effort by accomplishing related results as needed

**Key Skills & Qualifications**

* Strong communication, negotiation and interpersonal skills
* Self motivated and driven
* Excellent time management skills and ability to multi-task and prioritize work
* Attention to detail and problem solving skills
* Excellent written and verbal communication skills
* Exceeding Sales Goals
* Proven closing skills
* Prospecting Skills
* Technical Understanding
* Building Relationships
* Data Entry Skills

Company address: 1850 Putman Parkway