

**Job Title:** Inside Sales Representative

**Department:** Office

**Supervisor:** Director of Sales

**Company Overview:**

Wiskerchen Truck & Equipment, LLC is seeking a motivated and dynamic Inside Sales Representative to join our team. As a key player in our sales department, you will be responsible for selling our products and services to current and new clients, ensuring a high level of customer satisfaction.

**Job Summary:**

The Inside Sales Representative will effectively connect with and support our clientele, promoting our offerings and addressing their needs. This role requires building strong relationships and maintaining ongoing communication with customers.

**Responsibilities:**

- Identify and develop new sales leads through a network of sources.
- Engage with customers to understand their product/service requirements and recommend suitable solutions.
- Demonstrate product features and utility tailored to customer needs.
- Manage customer relationships to ensure satisfaction and address post-sale issues.
- Keep existing and former customers informed about new products and enhancements.
- Maintain detailed records of sales activities, including calls, orders, and any relationship challenges.
- Prepare and execute sales/rental contracts.
- Perform other related duties as assigned.

**Required Skills and Abilities:**

- Strong interpersonal and customer service skills.
- Proven sales and negotiation abilities.
- Excellent organizational skills with attention to detail.
- Strong analytical and problem-solving capabilities.
- Ability to thrive in a fast-paced and occasionally stressful environment.
- Proficient in Microsoft Office Suite and similar software.

**Education and Experience:**

- Minimum of five years of related sales experience required.
- Knowledge of truck and truck mounted products and end markets

**Physical Requirements:**

- Prolonged periods of sitting at a desk and using a computer.
- Ability to lift up to 15 pounds as needed.
- Willingness to travel as required.

If you are a driven sales professional looking for an exciting opportunity to contribute to our company's success, we would love to hear from you! Please apply by sending your resume to [HR@relaminc.com].

**Wiskerchen Truck & Equipment, LLC is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.**