

Weldy Lamont Group, Inc.

Manufacturers' Representatives for Electric Power Products and Services

Weldy Lamont Group, Inc.

Inside Sales Representative

Dates: Full Time Monday-Friday

Location: Rolling Meadows, IL (On-site)

About Weldy Lamont Group, Inc.: Weldy Lamont Group is an experienced professional manufacturers' representative of electrical power products. We offer each of our customers personalized engineering services to align them with our manufacturers' products and services. Our customers include Investor-Owned Utilities (IOUs), municipals and cooperatives, project developers, contractors, as well as distributors. The Weldy Lamont Group territory includes Illinois, Wisconsin, Missouri, Kansas, and Iowa.

Classification: Inside Sales Representative

Compensation: Competitive salary, healthcare coverage and 401K

Description: Inside Sales Representative position works primarily with Electric Utilities, Contractors, Distributors, and our Manufacturers in support of our outside salespeople. Experience in Electric Power Equipment Sales is preferred. Candidate must be a team player and ready to problem solve.

Objective: This position is responsible for information requests, quote requests, order entry, drawing requests, order acknowledgements and invoices of products and services of each manufacturer represented in the Territory.

Essential Functions:

1. Supports relationships with customers, manufacturers, and colleagues.
2. Assist in developing and increasing sales to meet assigned targets through professional prompt communications.
3. Direct opportunities in the territory to the appropriate outside salesperson and assist when requested.
4. Develops strategies for time management, administrative tasks, reporting, and all other assigned tasks.
5. Attends local Trade Shows as assigned.
6. Participates in education, training, and professional development.
7. Coordinates and assists with sales meetings.
8. Keeps informed of new products, services, and other general information of interest to our customers.
9. Problem-Solving, Troubleshooting, handling complaints and answering questions.
10. Perform other job-related duties and responsibilities as assigned.

Weldy Lamont Group, Inc.

Manufacturers' Representatives for Electric Power Products and Services

Competencies:

1. Customer/Client Focus
2. Communication Proficiency
3. Performance Management
4. Business Acumen
5. Initiative
6. Results Driven
7. Organizational Skills

Position Type: Inside Salesperson, five days a week, during normal business hours. Some flexibility in scheduling. Occasional requests to attend or work at local industry related events or factory training.

Qualifications and Experience Requirements:

1. At least two years of sales experience.
2. Bachelor's Degree in related field and/or equivalent experience.
3. Experience working with software systems such as Microsoft Office 365 applications (Teams, Outlook, Word, Excel, and/or PowerPoint)
4. Experience with SAP, Oracle, Salesforce, or other CRM systems
5. Experience working with the Electric Utility/Power Industry
6. Excellent communicator with positive attitude and energy.

Specialized Skills: Well-organized and self-directed individual who is a team player. An experienced sales professional who is energetic, forward-thinking, and self-assured, with high ethical standards and an appropriate professional image. Experience with public speaking a definite asset.

Other Duties: Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.