



In the Röchling Group you'll be shaping industry. Worldwide. Together, we are changing everyday lives – by making cars lighter, making drug packaging safer and enhancing industrial applications. With 11,000 employees in 25 countries.

**The Inside Sales Representative will focus on customer service and account management. This position involves quoting a variety of products, managing customer accounts, and working with our outside sales team to maintain and grow existing and new accounts. Providing timely and accurate information to the customers and our colleagues is imperative to find creative solutions to meet their needs and expectations. This role requires a person who is energetic, driven, organized, and able to communicate clearly with our customers and colleagues alike.**

## Inside Sales Representative

### Where we need you

- Quoting our customers via phone and e-mail correspondence
- Understanding customers' needs and offering solutions and support
- Researching and qualifying potential leads and opportunities within our industry
- Creating and maintaining a list/database of organized targets and accounts with our partnered customers
- Answering potential client questions and follow-up call questions
- Working with inside and outside sales members to help close sales opportunities
- Working with various inter-company departments (Production, Shipping, Accounting, etc.) to ensure expectations of the customer are met
- Building relationships with customers and colleagues alike to promote growth and partnership in the sales process

### How to convince us

- High school degree or equivalent
- Previous experience in outbound call center, inside sales experience, or related sales experience preferred
- Strong computer skills, including Microsoft Office Suite (Word, PowerPoint, Outlook, and Excel)
- Comfortable making cold calls and talking to new people all day

- Excellent verbal and written communication skills; the ability to call, connect and interact with potential customers
- Persuasive and goal-oriented
- Possesses an energetic, outgoing, and friendly demeanor
- Eager to expand company with new sales, clients, and territories
- Self-motivated and self-directed
- Able to multitask, prioritize, and manage time efficiently
- In-depth understanding of company services and its position in the industry
- Tenacity to handle rejection and continue on with a positive attitude when reaching next potential client
- Knowledge of sales process from initiation to close
- Ability to work independently or as an active member of a team

### What we offer

- Salary/Commission based - weekly salary pay, monthly commissions
- \$40 - \$50K /year or higher depending on sales or plastic industry experience
- Excellent benefit package
- 401K and company match options available