



At Sunbelt Marketing, we're always looking to expand our team with talented professionals who are ready to take their careers to the next level. As one of the largest and most successful privately held distributors of plumbing, piping and HVAC-R products in the United States, we are seeking motivated and energetic individuals to help launch our Inside Sales department in Atlanta, GA.

As an Inside Sales Representative, you will:

- Work in partnership with Area Managers to grow sales and generate new business
- Develop and maintain relationships with distributors by making outbound sales calls to assigned account base
- Convey jobs and projects within assigned markets to Area Managers on a regular basis
- Review customer projects/quotes and provide required details to secure requested job
- Establish and maintain a high level of product and technical knowledge to effectively meet customers' expectations
- Promote campaign activities as well as assist with new account-level product launches
- Communicate with internal staff and vendors in requesting/providing technical details and status updates

A Bachelor's Degree is preferred, but prior experience in Sales, especially within the plumbing industry, will be considered. A successful Inside Sales Representative will possess the following:

- Strong sales presence coupled with the love of people and overall desire to provide exceptional customer service
- Exceptional Technical/Professional Knowledge, to specifically include:
 - Sminc Source and GUI
 - TracPipe Sizing & Training
 - Nibco Products – Valves
 - Rinnai Trouble Shooting
 - Gas Products from Regulators to System Types
- Demonstrated aptitude for problem solving as well as strong leadership and listening skills
- Product and vendor knowledge (or the ability to quickly learn it)
- Capability to work both independently and within a team environment
- Excellent verbal, written and organizational skills

Sunbelt Marketing does not discriminate against any applicant for employment, or any employee because of age, color, sex, disability, national origin, race religion, or veteran status.