



As one of the largest and most successful privately held manufacturers' representatives of Plumbing, Piping, HVAC, and Refrigeration products, we believe we have a pretty good thing going on at Sunbelt Marketing. With 8 locations across the United States, 48 years in business, and more than 30,000 products, Sunbelt continues to rapidly grow and thrive in the marketplace.

We're seeking a motivated **Inside Sales Representative** to join our team. The ideal candidate will be responsible for cultivating relationships with existing customers and helping drive sales within our plumbing product portfolio. This on-site role, based out of our Austell, GA Distribution Center, requires strong communication skills, attention to detail and a customer-centric mindset.

**Key Responsibilities:**

- Build and maintain strong relationships with existing customers; regular communication required to provide product information and to address any questions or concerns.
- Proactively identify sales opportunities and forward leads through outbound calls, emails, and other sales-generating strategies.
- Develop a deep understanding of our plumbing product offerings and effectively communicate features, benefits, and technical specifications to customers.
- Assist customers with order placement, pricing inquiries, and product availability to ensure a seamless purchasing experience.
- Prepare accurate quotes and proposals for customers to incorporate pricing, discounts and special promotions as needed.
- Collaborate with outside sales representatives to support their efforts in the field, assisting with customer inquiries, order status updates, and other sales-related tasks.
- Maintain accurate records of customer interactions, sales activities, and order history using our CRM system.

**Qualifications:**

- College degree preferred; relevant experience accepted.
- Experience in inside sales preferred, particularly within the plumbing industry or related field.
- Strong interpersonal and communication skills, with the ability to effectively engage with customers to build a rapport.
- Technical aptitude and ability to quickly learn and understand product specifications.
- Excellent organizational skills and attention to detail.
- Proficiency in Microsoft Office Suite required.
- Prior experience with CRM software preferred.

**Available Benefits:**

- Competitive salary
- Medical, Dental, Vision & Life Insurance
- Short- & Long-Term Disability Insurance
- Telemedicine Benefit
- ESOP / 401K
- Paid Vacation, Holidays & PTO
- Casual, employee-friendly environment centered around our 5 core values.
- Golf simulator and on-site gym!