

We are hiring!

Job Description

Wintriss Controls Group LLC is currently looking for a motivated and well-spoken **inside sales representative** to join our sales team. The inside sales representative will be responsible for developing new leads, communicating with customers, understanding their needs, and ensuring a smooth sales process. You should be able to close sales and meet targets.

Responsibilities

- Manage a network of Outside Reps and customer accounts.
- Take calls and quote solutions as needed.
- Prospect for new accounts and opportunities utilizing available tools.
- Champion the reps' efforts within Wintriss Controls
- Maintain records in our CRM of current opportunities and their status.
- Be the liaison between the inside team and your accounts.
- Minimal Travel Required to trade shows, customer/rep visits and training (up to 10%)
- Assist Customer Service as needed with incoming calls, proofing of purchase orders and order entry

Skills and Experience

- Experience working with Manufacturers Reps a plus.
- Experience selling in the industrial space a plus.
- Working knowledge of electronic technology
- Proficient with Microsoft office products
- Solid communication skills both written and oral
- Strong interpersonal and organizational skills

Education

- Bachelors preferred. Work experience also considered.
- Sales and/or customer service experience preferred.

Personal Characteristics:

- Strong work ethic – responsible, dependable, and trustworthy
- Self-starter with high degree of intellectual curiosity, continuous improvement mindset and learning agility.
- Enjoy working both strategically and tactically by being hands on in managing, leading, driving and finishing tasks and projects.
- A team player who enjoys collaborating to solve problems and can be resourceful to find solutions, using a "can do" attitude.

Wintriss Controls group LLC is a leading manufacturer of press automation, die protection, and safety controls for the metal stamping industry, and data collection software for all discrete manufacturing. These products, which leverage Wintriss' 50+ years of experience in the metal stamping industry, are known for their proven performance and rugged dependability in the toughest factory environments. We are located in Acton, MA where we design, manufacture, and service our productivity and safety solutions.

Wintriss Controls Group, LLC offers a competitive salary package in addition to a comprehensive benefits package including a 401(k) plan with company match. Wintriss is an Equal Opportunity Employer.

Job Type: Full-time In-Person