



Internal Sales Representative

BTC Electronics is looking for an energetic, self-motivated Internal Sales Representative that can thrive in a fast-paced environment. The successful candidate must be comfortable making outgoing calls, qualifying prospects, following up on leads and closing sales.

Responsibilities

- Develops sales opportunities by researching and identifying potential accounts; soliciting new accounts; building rapport; providing information and explanations; preparing quotations.
- Develops accounts by checking customer's buying history; suggesting related and new items; explaining technical features.
- Contacts customers via phone to drive leads through Sales Pipeline.
- Maintains and expands database of prospects within assigned customers
- Understands and prioritizes customer needs and requirements
- Achieve Monthly Quotas
- Remains knowledgeable and up to date on products and services that BTC and its partners provides.

Competencies

- Proven inside sales experience.
- Track record of achievement
- Ability to multi-task, prioritize and manage time effectively
- Accurate Data Entry, attention to detail
- Strong Work Ethic
- Strong Verbal and written competencies
- Ability to work within a team, influencing others.
- Local to the Raleigh area.

Benefits

Competitive base salary & unlimited commission potential
Paid vacation and company holidays
Comprehensive Medical insurance with low co-pays
Dental and Vision
Profit Sharing
Life Insurance
Long-term Disability Insurance

BTC Electronic Components is an Equal Opportunity Employer

BTC Electronics is a manufacturer franchised/authorized interconnect distributor, specializing in harsh environment industries including Aerospace and Defense. Built on over 30 years' experience, BTC Electronics enjoys a truly unique value in its customers / partners eyes, providing excellent service to its suppliers and customers alike.