



Inside Sales Representative

Employer

Webster Combustion
619 Industrial Blvd,
Winfield, KS 67156

Job Details

Job Title: Inside Sales Representative

Job Location: Winfield

Position Type: Full-Time

The Inside Sales Rep will manage the customer accounts assigned, using company policies and procedures to ensure customers' needs are met to their satisfaction, thereby encouraging them to want to continue purchasing equipment and parts from Webster Combustion.

Responsibilities

- Complete in-house training on company products and capabilities as required.
- Complete training with specialized vendors and partners, either on-line or in person, as required.
- Receive and analyze customer requests for combustion equipment.
- Prepare quotations for products and assist in determining requirements and customer needs.
- Enter orders for combustion products and coordinate scheduling with customer and
- Assist and coordinate with engineering department to ensure customer requirements and expectations are met.
- Understand and promote Webster products and advantages to customers.
- Coordinates with the customer, drafting, purchasing, manufacturing and others as required.
- Maintain customer liaison and communications within the scope of the Department's objectives.
- Compile monthly reports as required and instructed.
- Conduct sales and application training with customers as required.
- Assist with price book updates.
- Travel occasionally required for trade shows, training, and other sales events.



Requirements

- Previous experience in the Asphalt/Boiler industry preferred.
- High School diploma, with college degree preferred.
- Proficient with Microsoft office products.
- 2+ years of work experience in a similar position.
- Proficient knowledge of customer service, and standard office practices and procedures.
- Mechanical aptitude very beneficial.
- Outstanding communication skills, both written and verbal.
- Strong people skills, work well with others.
- Willing to travel is a must.

Apply

[HERE](#)

Or

Send resume to HR Manager: hr@webstercombustion.com

