



## Job Summary

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### Company

Interstate Wire Co., Inc.

### Location

Rockwall, TX 75032

### Industries

Electronic Wire & Cable

### Job Type

Full Time

Employee

### Years of Experience

2+ Years

### Education Level

Associate Degree or Proven Real-World Experience

### Career Level

Experienced (Non-Manager)

## INSIDE SALES REPRESENTATIVE

### About the Job

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Interstate Wire Company was founded in 1977. Interstate Wire is a stocking distributor of wholesale electronic wire, cable, tubing, and connectors. We provide value-added services such as striping, cutting and stripping, twisting, printing, marking, dying, and re-spooling. We are a current supplier to both large and small companies around the USA and in several foreign countries. Our target customer is a small to medium-sized OEM.

We have an immediate need for an Inside Sales Professional, located at our Rockwall, Texas headquarters. The successful candidate should be a motivated, highly organized, detail-oriented individual.

### **Primary Responsibilities**

- Proactive customer engagements focused on creating value by evaluating customer needs and proposing custom solutions.
- Direct interaction with customers and vendors concerning price/delivery quotes.
- Contact, Quote, and Customer Relationship Management on Microsoft Dynamics CRM.
- Order management from order entry on IBM iSeries ERP system to final shipment.
- Work closely with Sales Manager, Production, Billing, Accounting, and Logistics.
- Maintain open line of communication with customers to ensure product requirements are met in a timely manner.
- Will provide input to management, marketing, and sales on current product support, backlog issues, and other potential scheduling issues.

### **Requirements**

- Minimum 2+ years of experience as a sales/customer service professional in the wire & cable or other electronics industry.
- Excellent verbal and written communication skills.
- Outstanding interpersonal skills.
- Strong proficiency with office software including Microsoft Outlook, Excel, and Word.
- Ability to work independently and work well with others.

### **Preferred Qualifications**

- Experience in CRM system.
- Experience in ERP system.

### **Benefits working with Interstate Wire**

- Medical, dental, vision insurance available.
- 401(k) plan available.
- Vacation and sick leave pay.
- Competitive salary + bonus plan.

Interstate Wire Company has an ISO 9001 Certified Quality Management System.

Interstate Wire Company is an equal opportunity employer.

Please email resume and cover letter to [Jobs@InterstateWire.com](mailto:Jobs@InterstateWire.com) and indicate job title in subject line.