



Job Posting - South Sales Office

CONTROLS AND AUTOMATION

Job title: Inside Sales Engineer at Vector Controls and Automation
Department: Inside Sales
Location: Houston area (10057 Porter Rd., La Porte, TX 77571)

Pay Type	Salary
Bonus Apply?	Yes
FLSA Status	Exempt
Reports To	Inside Sales Manager
Direct Reports	None
Summary	Provides in-depth product and application knowledge for the Vector organization and customers; specifically providing inside sales support for your assigned account managers. After an extended period of time of inside sales work and depending on performance/capability, an opportunity to become an account manager may be available.
Prime Responsibilities	<ul style="list-style-type: none"> • Provide technical, application and product support, including pricing and delivery information to representative's salespeople and customers. • Review incoming orders for proper product selection and application. • Support Representative Outside Sales with lead qualification/follow-up, Bid specifications and Project bid specifications. • Answer customer questions about doing business with Vector (tools and processes) • Occasional field visits with outside sales account managers for relationship development, training and as required to optimize the order process and achieve customer satisfaction. • Occasional field visits with field sales personnel to increase application knowledge and meet customers.
Minimum Education	<ul style="list-style-type: none"> • Bachelor's degree in a technical field or <ul style="list-style-type: none"> • Associates degree in a technical field and at least 2 years of related experience or <ul style="list-style-type: none"> • At least 5 years of related experience
Require Travel?	Yes, occasionally (limited)
Skills	<p>Required:</p> <ul style="list-style-type: none"> • Critical thinking and problem solving skills • Customer service skills • Ability to read, analyze and interpret technical documents and bid specifications • Ability to effectively present information in a clear and organized manner, and respond professionally and appropriately to questions of account managers, manufacturers, and customers. • Manage multiple responsibilities throughout the day, exuding flexibility in a fast growing company

Previous Job Experiences	Desired: <ul style="list-style-type: none">• Previous related experience of at least 2 years. Required: <ul style="list-style-type: none">• None
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