

JOB POSTING: INSIDE SALES

BULK MATERIALS HANDLING PRODUCTS

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AIRMATIC INC, Malvern, PA, is an industry-leading supplier of mechanical products and services to the Industrial, Construction and Utility Markets. We have an opening in the Inside/Telephone Sales Department selling bulk materials handling equipment, and installation and maintenance services. We are searching for a motivated, results oriented individual who is technically inclined and mechanically proficient. Our Inside Sales Account Manager will be responsible for making an impact on our Company by growing business at established accounts, and qualifying and closing sales at prospects in our target markets: Industries that convey, store, transport, and process powders and bulk solids. This opportunity is working out of our Malvern facility.

RESPONSIBILITIES:

- Grow AIRMATIC's revenue and profitability with assigned existing accounts
- Develop a sales pipeline using telephone call relationship building and e-mail, prospecting, and cold-calling to both identify new business at current Customers, and engage Prospects
- Qualify Prospects and provide accurate sales pipeline reporting
- Manage activities and opportunities through all stages of the Customer life-cycle using our CRM Software
- Consistently meet or exceed activity metrics, sales goals and objectives
- Provide input to sales and marketing management based on Customer and Prospect feedback

POSITION REQUIREMENTS:

- Mechanical aptitude, ie, ability to understand and apply mechanical concepts and principles
- Highly motivated with focused ambition and drive
- Ability and work ethic to succeed as a professional Telephone Account Manager
- Excellent verbal, written, and listening skills
- Proficient in MS Office Suite
- Ability to type ≥ 50-wpm; CRM Software use mandatory
- Demonstrated track record of success including consistent goal achievement
- Ability to develop business relationships at the decision making level
- Strong social skills both verbal, and non-verbal gestures, body language and personal appearance
- Desire and ability to work in a company culture that only rewards sound judgment, honesty, passion, hard work, and success.

APPROPRIATE SKILLS, ATTRIBUTES, AND INTERESTS:

- Become an engaged student of the AIRMATIC sponsored SANDLER SYSTEMS professional selling process
- Recognize the importance of industrial equipment sales in helping the world work
- Demonstrate expertise in problem solving
- Place value on process-oriented thinking and behaviors
- Embrace a culture that values Cathedral Builders – not Brick Layers
- Possess a Degree in Business or, preferably, a Technical Discipline in a mechanical subject; a Mechanical, Civil or Electrical Engineering Degree is a plus

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AIRMATIC provides ongoing product training, sales training and coaching from our nationally recognized professional sales-process partner, and ongoing business skills training, marketing and sales support, and coaching and mentoring to help elevate both our Associates and our Company.

COMPENSATION:

Compensation package includes a base salary commensurate with experience and technical education, and bonus opportunities. The Company offers a comprehensive benefits package including Medical, Dental, Vision, Life Insurance; Flex Benefits Plan; a 401(k) Plan and Profit Sharing.

AIRMATIC HIRING PROCESS:

Qualified Applicants are invited to submit a resume and a personalized cover letter. Qualified Candidates who meet key criteria and appear to be a good fit will be notified by email of our interest, and will be prompted to complete an inventory of assessments including: Sales Aptitude, Mechanical Aptitude, Cognitive Ability, Critical Thinking, and Typing Proficiency Tests. Success in this stage of the process will move Candidates to a Telephone Interview by our Sales Director followed by an In-Person Interview by our Hiring Team. A screening service company is used to validate the information provided.

ABOUT AIRMATIC:

AIRMATIC is a fourth generation, woman-owned company founded in 1944.

To learn more about us, visit <http://www.airmatic.com/company-overview-html/>