

Job Description: Inside Sales Technical Representative – Severe Service Ball Valves

Job Purpose:

Generates revenue by soliciting and obtaining orders; understanding and interpreting technical requirements; providing technical information; developing accounts.

Duties:

- * Assesses competitors by analyzing and summarizing competitor information and trends; identifying sales opportunities.

- * Develops sales opportunities by researching and identifying potential accounts; soliciting new accounts; building rapport; providing technical information and explanations; preparing quotations.

- * Closes new accounts by answering telephone, fax, and e-mail inquiries; verifying and entering information.

- * Fills orders by transferring orders to fulfillment; communicating expected delivery date; explaining stock-outs.

- * Develops accounts by checking customer's buying history; suggesting related and new items; explaining technical features.

- * Maintains communication equipment by troubleshooting, reporting, and tracking problems.

- * Maintains and improves quality results by following standards; recommending improved policies and procedures.

- * Updates job knowledge by studying new product descriptions; participating in educational opportunities.

- * Accomplishes department and organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Skills/Qualifications:

Meeting Sales Goals, Client Base, Closing Skills, Prospecting Skills, Technical Understanding, Building Relationships, People Skills, Data Entry Skills, Customer Focus, Professionalism, Motivation for Sales

Company Description:

Bray International, Inc. is a leading global manufacturer of industrial valves, actuators, and related control products used by process industries in a wide variety of applications. This diverse market presence provides stability even under the toughest economic circumstances. Bray prides itself on delivering products of the highest quality and value, with an ever-expanding product line that aims to satisfy our customers' unique needs. Since its founding in 1986, Bray has achieved tremendous success and growth. The company's truly entrepreneurial vision has driven an expansion to Divisions in over 13 countries and a distribution network that surpasses 300 locations worldwide. Bray is profitable, independent, and privately-held. The total number of employees worldwide exceeds 1,500. Our corporate headquarters and U.S. operations are located in Houston, TX. To learn more, please visit www.bray.com.



Bray International, Inc. is an Equal Opportunity Employer. Employment is contingent upon successful completion of a background investigation. Bray is a drug and tobacco free work environment. Pre-employment drug screening is required. No phone calls please.