

JOB POSTING

Post Date	02/22/10
Removal Date	03/08/10
Job Title	Technical Inside Sales Engineer
Location	Stratford, CT
Email	HR@ashcroft.com or janice.lockhart@ashcroft.com
Education Required	Bachelor of Science Degree in Business or Technical/Engineering
Education Desired	Bachelor of Science Degree in Business or Technical/Engineering
Work Experience Required	Experience in an engineering specialty or sales position of a technical nature
Work Experience Desired	Experience in an engineering specialty or sales position of a technical nature
Job Competencies and Requirements	Demonstrated ability to satisfy both internal and external customers. Strong written and oral communication skills are mandatory. Must be able to answer internal and external customer technical questions with accuracy, speed and courtesy. Must be capable of organizing and prioritizing multiple tasks with the ability to meet deadlines. A basic knowledge of MS Office is required. Must be willing and capable of learning all Ashcroft products, pricing policies and procedures.
Duties and Responsibilities	<ul style="list-style-type: none"> • Respond to inquiries related to applications, capabilities, limits, product recommendations, modifications, new products, competitive comparisons, material compatibility, specials, etc. • Reply to pre-order inquiries related to price, competitive crossovers, standard specifications, where to buy questions, lead qualification, special services, inside sales support, etc. Calculate client quotations. • Possess complete knowledge of Ashcroft products in order to provide technical and commercial information to the customer. Strong knowledge of products, specifications, applications, features, benefits, pricing, etc. Provide training and product support material to other members of the inside sales team. • Provide solutions, options and/or alternatives to customers at all times. • Work closely with sales personnel to offload technical and commercial items that they are currently performing so that they may spend more time going after new business. Communicate directly and often with sales to ensure all customers are satisfied. Update sales on any and all major issues as they arise. • Identify and proactively follow up on leads, through the Action Line, web leads, cold calls and current customers. • Implement and track key measures for benchmark and improvement initiatives. • Travel into the field, when required, to visit customers/sales personnel
Travel Required	Minimal
Relocation Included	No
Candidate Identified	No