

## Inside Sales Rep

**Who we are:** Laser Technology Inc. (LTI) [www.lasertech.com](http://www.lasertech.com) is a company devoted to the design and manufacture of innovative laser-based speed and distance measurement instruments, using ISO compliant and continuous improvement techniques. We maintain an intense focus on providing laser measurement technologies which address real world needs and applications, including speed enforcement, accident investigation, forestry, mining, utilities and surveying, to name just a few.

**Who we need:** We are looking for a motivated, team player to join our Inside Sales team.

**What you will do:** This person will be a one-person LTI contact for the assigned territory for the regional sales manager and the customer. This person and the regional sales manager will work as a team to accomplish sales in the territory. Main duties include:

- Daily marketing calls into the assigned territories. 50%-60% of this person's time will be spent placing out-bound phone calls and/or performing other methods of out-bound communications to customers and/or prospects and reporting on this progress.
- Place follow-up calls to all customers after their order ships. This call is to make sure the customer received everything correctly and help the regional sales manager set up any required customer training.
- Prepare quotations for the assigned territory. This includes sending quotes to customers by fax, mailing, or e-mail. The inside person shall enter all quotes into the customer, reseller, or prospect database. Each inside person shall mail, e-mail, or fax a copy of each quote to appropriate regional sales manager. Follow up with customers on submitted quotes.
- Support Regional Sales Manager with miscellaneous tasks including, parts/product requests, and literature requests, completion of evaluation agreements, demo requests and issuance of certification cards.
- Enter orders, customer and prospect information into the marketing database on a daily basis.
- Other duties as needed.

**What you need:** Qualified individuals will have:

- A minimum of 1-3 years successful inside sales experience.
- Strong phone and written communications skills are required.
- Must have strong computer skills including using MS Word, Excel, Outlook and CRM products.
- Be prepared to spend 50%- 60% of day dedicated to out bound phone calls to prospective customers.
- A team player, helpful and dedicated to the Sales Team.
- Must be precise in all duties relating to: quotes, order taking and processing of orders.

**How to apply:** Qualified candidates please forward resumes to [pentry@lasertech.com](mailto:pentry@lasertech.com) . Please reference job req # 50918S in the subject line. No agencies or head hunters please.

Laser Technology, Inc. is proud to be an Equal Opportunity Employer. Applicants are considered for all positions without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, ancestry, marital or veteran status.