

## Inside Sales Representative

All Foils, Inc. is a primary distributor/converter of aluminum, copper, stainless steel, and other customized metal products in foil and sheet. We have an opportunity for an inside sales representative in our Strongsville office.

All Foils, Inc. offers a competitive benefit package, including medical, dental, vision, and 401K with match.

### **Job Duties**

- Understand customer needs and requirements
- Responsible for managing assigned accounts, forecasting, and meeting assigned goals
- Develop sales opportunities by soliciting new accounts and servicing existing accounts
- Maintain regular phone contact with current accounts in order to build and maintain relationships
- Order entry
- Prepare quotations and pricing
- Maintain accurate account records for assigned territory
- Source new sales opportunities through inbound lead follow-up and outbound cold calls
- Able to multitask in a fast-paced sales environment

### **Additional Responsibilities**

- Approximately 10% travel

### **Qualifications**

- Highly organized
- Strong attention to detail
- Proficient in Excel
- Previous experience with a CRM Program is a plus
- Microsoft NAV is a plus
- 3-5 years Manufacturing sales experience is a plus
- Previous experience in the metal industry is a plus

### **Work Authorization**

No calls or agencies please. All Foils, Inc. will only employ those who are legally authorized to work in the United States. This is not a position for which sponsorship will be provided. Individuals with temporary visas such as E, F-1, H-1, H-2, L, B, J, or TN or who need sponsorship for work authorization now or in the future, are not eligible for hire.

### **Equal Opportunity Employer**

All Foils, Inc. is an Equal employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment.