

MANUFACTURERS RESERVE SUPPLY
40 WOOLSEY STREET, IRVINGTON NJ 07111-4012
tel: 973-373-1881

POSITION TITLE:	INSIDE SALES
JOB SUMMARY:	The Inside Sales Representative at MRS will be responsible for answering incoming phone calls, writing up customer's orders, answering customers product questions, and customer service. The ISR will work in a team environment, supporting the organizations outside sales team. To do this, a combination of daily telephone-based outbound calls coupled with various new and creative order lead generation techniques will be required. The ideal candidate will have a perfect blend of sales aptitude and attention to detail.
LOCATION:	Irvington, NJ
JOB RESPONSIBILITIES:	<ul style="list-style-type: none"> • Sell MRS's full line of specialty building products • Act proactively to create opportunities for new business with existing customers • Handle incoming calls to place customers orders • Close new business over phone in a highly competitive and consultative selling environment • Ability to initiate high-level interactive business conversations with key decision makers • Create interest and build value in sales calls • Overcome objections • Expand customer relationships that ensure renewal and increase business • Maintain awareness of market conditions and competitors products and pricing. • Work to build relationships with outside sales to close business together as a team. • Accurately process customer transactions such as orders, quotes or returns • Increase sales and average order size by means of cross-selling, up-selling, add-on sales and offering promotional sales items • Follow company policies and procedures • Perform duties as assigned • Building materials experience a plus • Pre-employment requirements: drug testing, personality testing, previous W2 & 4 business references
SKILL REQUIREMENTS:	<ul style="list-style-type: none"> • This position requires a high attention to detail • Professional and polished telephone prospecting skills • Unlimited self-motivation, confidence and aggressiveness • A high aptitude for Algebra and Mathematics a plus! • Internal drive to meet goals and objectives while working independently • Ability to establish priorities to achieve pre-defined tasks and objectives • Team player, collaborative personality, excellent written and oral communication skills
COMPANY BACKGROUND:	<ul style="list-style-type: none"> • 80 year old company - wholesale distributor (family-owned business) • Financially strong • Brand new offices and warehouse built in 2008 • Average employee service to MRS is 13 + years • Located in the Industrial Park in Irvington, NJ with private parking lot (2 blocks from Rt. 78 and 4 blocks from G.S.P.) • Please visit www.mrslumber.com for more company details
EDUCATION:	Bachelors degree helpful, but not necessary with the right experience
BENEFITS:	<ul style="list-style-type: none"> • 401 (k) Plan • Group term life insurance, accidental death and dismemberment, medical health care, major medical • Nine paid holidays • Paid vacation • Sick leave
CONTACT:	For consideration, email your resume and a cover letter with salary requirements to hr@mrslumber.com or fax to 973-372-5659. All follow-up correspondence should be done via email.