

**DNP Imagingcomm America Corporation
Mount Pleasant, PA**

Inside Sales

8:30am – 5:00pm

(or standard 8 hour work day as agreed by Manager, there may also be times when business needs dictate work outside core hours)

The Inside Sales representative will:

- Work to identify growth opportunities within existing customer base
- Develop action plan to increase DNP brand awareness within territory
- Source new sales opportunities through inbound leads and outbound cold calls and emails
- Understand customer needs and requirements
- Achieve sales targets as established by management (typically semi-annual)
- Research accounts, identify key players and maintain updated customer contact database
- Schedule and host webinars on various topics
- Utilize social media and other forms of technology to attract and educate current and prospect customers
- Gather market information and share with appropriate personnel
- Assist Customer Service representative in total support of customers

The minimum qualifications for the Inside Sales position include:

- Preferred: Bachelor degree in business or a related field, or 5+ years relevant work experience; or combination of education and experience
- Knowledge of ERP software such as Epicor, etc
- Knowledge of CRM packages such as ACT or Salesforce
- Excellent interpersonal, communication, listening and computer skills
- Must be detail oriented, organized and proactive
- Preferred: Candidates with previous sales and call center experience
- Travel, although limited, may be required to customers, prospects and industry trade shows

DNP IAM America Corporation is an Equal Opportunity/ Affirmative Action Employer committed to diversity in our workplace. It is our policy to attract and retain the best-qualified people available, without regard to race, color, religion, national origin, gender, gender identity, sexual orientation, age, disability or status as a Special Disabled Veteran, Vietnam Era Veteran or other qualifying Veteran.