

Overview

Acoustical Solutions is an exciting, rapidly growing company looking for good people to join our team. As a leading supplier of acoustical products and services, we help environments “sound better” by reducing echo or blocking noise. We are looking for new team members who are motivated to work hard and succeed in a team-oriented environment.

Join our team today!

Position

National Inside Sales Representative

National Inside Sales Representatives build new relationships from incoming calls and emails, developing, proposing, closing, and supporting custom solutions for acoustical problems. Representatives are expected to maintain an advanced understanding of the company’s product lines, services, and processes. All account information such as quotes, communications, and follow-ups are stored in a CRM database.

Essential Duties and Responsibilities

1. Responsible for hitting personal sales targets, maintaining existing personal accounts and cultivating new business.
2. Customer focused sales philosophy
3. In depth knowledge of product offering and applications and ability to communicate effectively
4. In depth knowledge of services offering and ability to communicate offering effectively
5. Acumen to sell into various markets effectively
6. Use of CRM to input customer contact information, quote, and maintain accounts
7. Continuous improvement philosophy
8. Active participation in Daily Management

Minimum Qualifications

- BS or AS degree
- 3 or more years of solution-oriented selling experience preferred
- a basic to advanced understanding of audio, acoustical treatment and/or building construction
- Excellent communication and organizational skills
- Working familiarity with enterprise CRM systems preferred
- Working familiarity with Microsoft Office products required
- Ability to read construction documents and complete product takeoffs is a plus

Reporting

- Position reports to the Vice President of Sales





CAREERS

Benefits

- ✓ Competitive Wages
- ✓ Matching 401K Retirement Plan
- ✓ Healthcare Benefits
- ✓ Paid Vacation
- ✓ Advancement Opportunities

