**Company Overview**
Supply Chain Services, founded in 2002, is a leading provider of customized data collection, barcoding, rugged mobile computing, and wireless networking solutions. We offer out-of-the-box automation and improvements for manufacturing, distribution and warehousing value-chain processes.

As experts in the automated identification and data collection (AIDC) industry, we are a single source for evaluating, designing, integrating, implementing, managing, and supporting data collection technology infrastructures that generate very high and very fast return on investment.

We have served over 2,000 customers across North America. Our purpose: “Help customers operate better.”

**Position Summary**
As a sales professional, you will communicate effectively with prospective business customers to successfully qualify and drive leads through the sales pipeline. You will utilize your strong communication skills to both follow-up and proactively contact existing partners through a variety of sales channels including e-mail and outbound phone calls. Daily call expectation is 100 calls per day.

You will work closely with internal support departments by responding to requests from current and potential customers for information, which are often technical in nature. Listen, identify, collaborate and qualify sales opportunities.

**Education and Professional Experience**
This position requires a Bachelor’s degree. Experience in sales and/or customer service preferred.

**Professional Traits**
- Goal-oriented and results driven.
- Open to ideas and feedback, with a drive for personal development.
- Systematic; appreciates the benefits of systems and processes.
- "Can-do" attitude; eager to dive into our business and embrace our culture.
- High standards for oneself.
- Motivated by healthy competition; Self-motivated and team-motivator.
- Quick-learner, with a drive to understand the products and services being sold.
- Highest degree of honesty and integrity.
• Must have the ability to maintain positive and cooperative working relationships with internal and external customers.

• Must demonstrate a high degree of time management and organizational skills.

**Essential Duties and Responsibilities**

• Embrace our culture of collaboration, accountability and teamwork.

• Strive each day to help our customers operate better.

• Continue to increase both your technical knowledge and soft skills.

• Make calls each day to current and potential customers utilizing our selling process, working to meet and exceed expectations.

• Build, manage, and consistently add to your base of customers.

• Works to be top-of-mind when a prospective customer has a problem that we can help solve.

• Demonstrates strong sense of customer focus and the aptitude and ability to aggressively solve customer problems.

• Work with your manager to continuous improvement your calling approach and increase close rate.

• Work to build a strong client base that results in repeat business.

• Accurately report on metrics, pipeline and forecasts

• Be proactive with learning and work closely with the team

**Please send your Resume and Cover Letter to:**

[info@supplychainservices.com](mailto:info@supplychainservices.com)

**With the subject: Sales Associate**