Job Position: Sales Development Mgr. – Inside Sales (I.S.) Immediate opening, full time (40hr./week)

Quadrant Magnetics is seeking a hi-energy individual with exceptional interpersonal skills to focus on expanding growth and advancing our North American market share. This position will support, develop and strengthen new and existing customer relationships in the highly specialized field of permanent magnets, magnetic assemblies and associated business services of the company. The position will be fully supported by management to creatively implement continual improvement methodology to current sales processes, procedures, reporting and strategies to our current and potential customer base. This position is an established gateway towards upward mobility within the company and corporate leadership.

Responsibilities:

- Serve as primary point of contact for assigned existing customer sales, development and targeting growth within these customers through strong, trusting long-term relationships.
- Seek new business in related customer markets and expansion.
- Assist in the development and execution of the sales plan and growth strategize.
- Present focused presentations addressing business solutions to clients and prospects.
- Exhibit mastery of product knowledge and related business services.
- Collaborate and engage colleagues during the sales process.
- Follow-up externally and report internally sales development progress.
- Ensure client retention and sales growth while meeting corporate goals.

Requirements:

- Exceptional verbal and written communication skills.
- Proficient skills in Microsoft Office applications – Excel, PowerPoint, MS Teams, etc.
- Self-Motivated, organized and analytical, with strong problem-solving skills.
- Professional sales presentation skills that build rapport externally and internally.
- Facilitate feedback during negotiations and present solutions that foster sales success.
- Ability to adapt or shift focus quickly when necessary to achieve sales goals.
- Desire to learn and grow a unique and specialized industry.
- Flexible travel required.

Education:

- Bachelor’s degree with preferred emphasis in business, marketing, science or engineering

Experience:

- 3-5 years of sales experience with record of proven success in business growth.
- Familiarity with industrial business management systems and procedures.

Quadrant benefits to include paid vacation and holidays, health care, life insurance, 401(k) plan.

To apply contact: Phil Pascoe and Scott Tubbs
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p.pasco@quadrant.us and s.tubbs@quadrant.us

Quadrant is an equal opportunity employer, EOE/M/F/Vet

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