



### **Inside Sales Representative**

Pennsylvania Steel, an independent metal service center, has an exciting employment opportunity. Our growing Alliance, OH office is seeking an Inside Sales Representative. Alliance is the newest division and Pennsylvania Steels ninth stocking location and growing quickly. We are a service-oriented company that seeks long-term relationships with our customers. Our reputation as a reliable supplier that strives to outperform the competition.

### **Essential Duties and Responsibilities**

- Act as the internal account coordinator for assigned accounts
- Develop new accounts and implement plans for growth in existing accounts
- Consultative selling and closing skills
- Provide quotes and follow up, order entry into the order fulfillment system to initiate the sales/ distribution process
- Ensure delivery of customer orders on a timely basis, and with the highest possible level of quality and service
- Provide customers with a personalized level of customer service that reinforces the importance of customer satisfaction
- Assist other Inside Sales Representatives in the development and maintenance of their assigned accounts when necessary

### **Requirements**

#### **Qualifications:**

- Experience in a steel service center or a similar field.
- College background or significant sales training experience.
- Computer proficiency in Excel, Outlook, and Word.

**Please send resumes to: [Martin.Haendiges@pasteel.com](mailto:Martin.Haendiges@pasteel.com)**