



Inside Sales Representative

We have an exciting opportunity for a skilled Inside Sales Representative to join our team!

The **Inside Sales Representative** will actively sell products to existing customers, receive and process customer orders, provide technical assistance, and respond to customer inquiries.

- Develop existing customer accounts with the intent to grow sales from those accounts – working from a target list of JHF existing customers.
- Meet and exceed established target goals based on growth of set accounts
- Proactively engage with customers to increase sales by means of making outbound calls and developing relationships with customers
- Increase sales by means of cross-selling, up-selling, offering add-on items and bringing awareness to the JHF products and services
- Process customer orders, quotes, requests for status on orders, deliveries etc.

Requirements

- Strong attention to detail, organization, and ability to multi-task
- Two to five years related experience in customer service/inside sales preferred
- Knowledgeable of JHF products/services

About John Henry Foster

John Henry Foster Company is a Full-Line fluid power distributor and service provider and is the Midwest leader in fluid power sales. We have been serving our customers for over 75 years! To learn more about us, please visit www.jhf.com.

Benefits

We offer a competitive salary with excellent benefits which include: medical, dental, vision, life, 401(k) with company contribution, Employee Stock Ownership Plan, tuition reimbursement, paid time off, paid holidays, and much more!

To Apply

If you meet the requirements, please send us a current resume along with salary expectations: email (careers@jhf.com)

JHF Co. is drug free and is committed to employing a diverse workforce. EOE/F/M/D/V