



**Hope Industrial Systems, Inc.**  
1325 Northmeadow Pkwy, Ste 100  
Roswell, GA 30076  
(678) 762-9790  
(678) 762-9789 - Fax

# Open Position – Sales Development Representative

<b>Location</b>	Roswell, GA 30076
<b>Status</b>	Full Time Employee
<b>Travel</b>	N/A
<b>Salary</b>	Based on experience
<b>Contact</b>	Hope Industrial Systems, Inc.

## Position Overview

Hope Industrial Systems is a rapidly growing company that provides industrial flat panel computer monitors and touchscreens for industrial applications. Currently in our 19th year of business, H.I.S. sells thousands of monitors every year to customers like General Mills, Frito Lay, Johnson & Johnson, and Toyota. We are seeking a high-energy individual with a positive attitude to generate and qualify new sales leads. This individual will be a self-starter, motivated, a fast learner, and have good verbal and written communication skills in sales situations.

Under supervision of the Sales Manager, the Sales Development Representative is responsible for generating, qualifying and networking sales leads on a continual, systematic basis. He/she finds people who purchase or are involved in purchasing industrial computer monitors, makes contact with them, uses networking skills to locate other potential customers, and ensures that they are kept updated on HIS' activities and product developments on a regular basis by way of our e-mail Update List.

## Responsibilities

- Systematically identifies large numbers of “Suspects” (potential monitor users) and sends them Introduction Letters detailing our product offering. Contacts those suspects by phone after receiving the letter, qualifies them as monitor users, and secures permission to keep them updated about our products by way of our e-mail Update List. Networks all suspects to the maximum extent possible, ensuring that as many Suspects as possible are receiving our Updates.
- Demonstrates knowledge of our Company as well as our products and services, so that questions asked are answered appropriately
- Works as a team member on new ways to improve sales and identify the benefits of products and services for clients
- Establishes business relationships with customers
- Tracks outstanding sales opportunities and reports their status to Supervisor
- Keeps abreast of competition, competitive issues and products
- Prepares written presentations and reports detailing all lead generation activities
- Responds promptly to customer needs; solicits customer feedback to improve service; responds to requests for service and assistance; meets all commitments
- Upholds and exhibits impeccable integrity in all interaction with both internal and external customers

- Learns about customers' needs and communicates how our products will satisfy those needs
- Documents all customer information and contact details correctly and consistently in our ACT! database
- Adapts to changes in the work environment; manages competing time demands
- Demonstrates ability to communicate H.I.S.'s company philosophy and mission to those considering us as a supplier

### **Requirements**

- Four year college degree or equivalent work experience preferred
- Extremely organized AND detail oriented
- Quick learner and self-starter
- Ability to understand technology and communicate it to customers & prospects
- Knowledge of computers: Windows, Word, Internet Explorer, PowerPoint, Excel, and Outlook are a must; Sage ACT! Database knowledge a plus.
- Strong interpersonal skills
- Demonstrated ability to communicate effectively both verbally and in writing
- Sales experience a plus

### **Benefits**

- Competitive pay based upon experience
- Medical, Dental, Vision, Life and Disability Insurance Package
- 401(k) plan with automatic 3% employer contribution
- Flexible spending plan
- Paid vacation and holidays
- Career advancement opportunities in high-growth company
- Monday to Friday work week
- Excellent work environment