

EM4 Inc.

Inside Technical Sales

Job Description

- Support in-coming calls for technical/application questions.
- Provide quotes, quote follow-ups and closing of sales.
- Developing of new customers/business through prospecting, re-engagement of inactive accounts and introduction of new products.
- Represent sales in weekly meetings regarding production schedules, forecasting, quality control and custom projects.
- Manage RMA's (Returned Material Authorization) from initial customer discussion through internal review and final conclusions.
- Work with procurement to ensure on-time material deliveries.
- Interact with engineering regarding technical questions and custom requests.
- Keep account information updated, run daily contact reports and manage ACT our account management database software.

Education and Experience

- Engineering Degree, EE preferred.
- 5 years technical sales experience.
- Optics/Photonics background preferred.

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