

## **Inside Sales Support & EL Quotations Specialist CA68801403**

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### **Mission Statement:**

Supports the outside sales organization through the pricing and bid process providing technical product knowledge and market intelligence. Supports the distribution channel and end-user customers with technical product information and pricing based on outside sales reps guidance and pricing logics.

### **Main Accountabilities:**

Sales support, collaboration with others in the inside sales support function, access technical data, provide customer solutions and establishes pricing protocols bases on market intelligence and historical win ratios.

### **Strategic Function:**

Supporting both the outside ELIP sales team and the market with technical product details, solutions and market pricing. Works with the outside sales team and peer group to provide strategic planning details to maintain and capture market share on ELIP products.

### Requirements:

The candidate must possess an understanding of the electrical supply industry with working knowledge of the ELIP (Thomas & Betts) product portfolio.

Experience in the electrical industry such as;

- Electrician or CET
- Distribution channel inside or outside sales
- Industry Lighting experience would be an asset.
- Manufacturing company inside or outside sales experience would be an asset.
- Experience as a pricing coordinator, project bidding or executing sales strategy would also be an asset.

### Pre-requisites:

- Technical IT skills such as Excel, Word, PowerPoint
- Team player with the ability to work with a diverse group of peers
- Change agent with the will to explore new options and strategies
- Willing to learn and embrace the ABB Value Pairs
- Willingness to meet and exceed customer expectations and offer superior service levels