



Inside Sales Representative

About Hallwood

Hallwood Milham Technologies is a leading Manufacturers' Representative Agency that represents several high-profile brands in the electrical, power quality, uninterruptible power supply, and data center infrastructure industries. We sell to and support all levels of the electrical industry, including but not limited to engineers, distributors, contractors, and end-users.

To put it simply, our goal is to make processes easier for our clients. We find the right people to contact and the right procedures to follow. We are here to help, support, and guide our clients!

Job Description

An Inside Sales Representative cross-sells and supports our existing clients. They are knowledgeable about business products, processes, and sales techniques. If you can multi-task, have a willingness to learn, and want to take your career to the next level, this is the job for you!

As an Inside Sales Representative, You Will:

- Provide excellent customer service to our clients
- Understand and communicate customer needs/requirements
- Work directly with customers throughout the sales process
- Collaborate and strategize with the sales team on processes

Qualifications

- You have at least 2 years of inside sales or customer service experience

- You're proficient in the English language
- You have listening, presentation, and interpersonal skills
- You have excellent verbal and written communications skills
- You're able to manage, administrate, and follow up on quotes
- You can balance several projects and clients at a time
- You're detail-oriented and very organized
- You're able to adapt to new processes
- You have sales experience
- You have a willingness to learn and a drive to get better

Requirements

- High school completion or equivalent
- Bachelor's degree or relevant trade/industry preferred
- Proficiency in Excel, Word, and Outlook
- Technical background (preferred but not required)

What We Offer

- Competitive compensation
- A comprehensive benefit package
- Positive work environment that fosters personal and professional growth
- Training and mentorship that will take your career to the next level