



We're looking for an Inside Sales Representative to join our team.

POSITION DESCRIPTION

The Inside Sales Representative is responsible for the support and development of our agent partners by providing sales and service deliverables necessary to drive increased revenue and share. The Inside Sales Representative will align with Nova Flex Quotes and Customer Service staff to ensure seamless client interactions. The Inside Sales Representative will drive revenue through connecting Nova Flex at all levels of our agent partners. They will further increase sales by providing world class account support including expedited response times, product and technical support as well as executing a defined sales process.

JOB RESPONSIBILITIES

- Enhancing agent partner relationships
- Achieve the assigned sales and profitability targets
- Provide excellent sales support to ensure agent partner satisfaction
- Obtain customer input for continuous improvements
- Product training and education
- Partner with internal cross-functional teams to communicate customer goals, KPI's
- Manage issues in conjunction with the appropriate Nova Flex staff members.
- Participate in select market activities including trade shows, promotional events and industry conferences.
- Perform assigned duties with minimal supervision
- Utilize Sales Force CRM to drive sales, manage and maintain assigned accounts
- Provide technical support
- Follow up with customers on special requirements or requests
- Other duties as assigned by management

JOB RESPONSIBILITIES

- Minimum 3 years sales experience.
- Strong understanding of the Lighting Industry
- Exceptional relationship management and customer service skills
- Time management skills and an ability to prioritize tasks
- Excellent communication and presentation skills.
- Proficiency with computers and software, including Word, Excel, PowerPoint, and CRM software

Physical Demands:

Work is performed in an office environment. Repetitive motion. Substantial movements (motions) of the wrists, hands, and/or fingers. Must have the ability to lift and carry parcels, packages and other items, and to walk short distances. Hybrid/Remote location options are available.

Compensation: \$55,000 - \$65,000 + commission; based on experience

NOVA FLEX[®]

Brightening lives for 10+ years, Nova Flex LED makes custom linear LEDs easy!

Leading the LED Industry in Service

Since 2009, when first being asked to cut and solder LED tape prior to delivery, we've been committed to making lighting easy for our customers and Agent partners. It's our mission to deliver the highest level of customer service in the industry and continually expand our product offerings. We've expanded from LED tape to flex neon, channels, universal power supplies and RGBW flood and wall washing fixtures.

Today, our LED lighting products are used in/on stadiums, skyscrapers, hotels, casinos, educational institutions, restaurants, retail stores, health clubs, churches and more across the country. We're second to none in our customization and personalization!

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