

**MFP is a leader in the fluid power industry specializing in hydraulics, pneumatics, automatic lubrication systems, and electrical automation. Our approach to the market is from a technical, problem solving aspect to best meet our customer's needs. Educating our customers about the advancements in automation technology has become the underlying theme for MFP Automation Engineering and continues to be a source of growth for our company. MFP is looking to hire a dedicated individual to fulfill our Inside Sales Representative position and join the MFP team.**

**Title:** Inside Sales Representative

**Status:** Full Time exempt/non-exempt

**Department:** Sales & Customer Service

**Reports to:** Department Supervisor

**About the Position:** The Inside Sales Representative provides support to Field Sales, Account Managers, and Customer Service. This team member is responsible for contacting new and existing customers to discuss product offerings, marketing campaigns and coordinate opportunities to assist in closing sales. You will be an important part of sales and revenue growth at MFP utilizing your sales skills!

**Job Responsibilities:**

- Lead business development conversations with prospective and established customers
- Connect with customers regarding our products and solutions linking them with the appropriate internal resources when necessary
- Discuss value add business strategies and harbor growth among established sales accounts
- Execute and maintain a consistent pipeline of contacts via phone based conversations
- Complete sales initiatives and grow market share of MFP's targeted accounts
- Conduct discovery meetings and qualify customer's requirements
- Develop sales strategies to accomplish contact goals and objectives
- Document discussions and opportunities in CRM to capture prospects
- Report on the sales objectives and performance of marketing campaigns through customer feedback and sales activity

**Preferred Qualifications & Experience:**

- Two years exposure to, or direct knowledge of, sales strategies
- Demonstrated ability to react quickly to situations and provide immediate solutions
- Experience with ERP systems and some knowledge of engineering drawings & product specifications
- Mechanically inclined and some understanding of fluid power & automation products
- Knowledge of 5S and Lean Manufacturing initiatives

**Critical Competencies:**

- Proficient in all Microsoft programs
- Effective communicator both verbal and written with professional etiquette
- Excellent organizational skills and time management
- Proven ability to integrate into a team and collaborate with fellow team members
- Passion to learn new software programs for daily use (ERP & Others)

**Supervisory Responsibility:** None

**Working Conditions:** Standard office environment

**Salary:** Negotiable

**Contact:** Email Chelsea Nelson at [cnelson@mifp.com](mailto:cnelson@mifp.com) resume and cover letter if interested.