



## Inside Sales Representative (Converting)

### Job Description

The Inside Sales Representative will provide direct sales support for several hundred customers via telephone and e-mail. The ISR will proactively call an existing customer base to offer assistance and expand our product offering. Prospecting would be approximately 30-40% of this position's time. The ISR would need to have and/or acquire knowledge of materials, converting/manufacturing equipment, and industry applications. The ISR will be working on a team with other experienced Thomco sales personnel to provide a high level of customer satisfaction and expand sales opportunities. This is an entry level sales position leading to a rewarding career in custom converting solutions sales.

### Daily tasks associated with this position are:

- Handle inbound and outbound calls.
- Do cold/prospect calling.
- Generate quotes and estimates.
- Enter orders.
- Create selling opportunities.
- Manage territory to revenue and call activity expectations.
- Participate in ongoing training of materials and equipment capabilities.
- And any other duties assigned.

### Desired Skills & Experience

- 1-2 years successful selling experience.
- 4 year degree preferred.
- Experience in flexographic printing, die-cutting, and converting, sales and/or customer service a plus.
- Must be reliable and have good follow through.
- Preferred qualities include: Technically Oriented, Analytical, Problem Solving, be a Good Communicator, be a Task Manager.
- Requirements include: Sales aptitude, interest and desire. Good project management skills, independent worker, computer proficient, have good written and verbal communication skills.

### Company Description

Founded in 1984, Thomco is an ISO 9001:2008 & ISO/TS 16949:2009 Registered Industrial Distributor and Converter serving a wide variety of customers and industries in the Southeastern United States. We are an Authorized Distributor of: 3M™ abrasives, adhesives, tapes, and films; Loctite® adhesives and equipment; Dynabrade® hand-tools; and many more related product lines. We also provide a diverse portfolio of innovative converting solutions for a variety of industries. For our customers, that means process improvement, reduced labor cost and design flexibility. We specialize in unique value added solutions for business with an outstanding record of engineering/ manufacturing capability, quality and service. ([www.thomco.biz](http://www.thomco.biz))

### Compensation & Benefits

- Competitive salary and sales incentive plan
- Medical, Dental, Life, and LTD Plan
- 401(k) & ESOP Program