

# Job Title: Inside Sales Representative

Wilcoxon Sensor Technologies, an Amphenol company, designs and manufactures high performance vibration monitoring and sensing solutions. Our top quality vibration sensors and accessories are trusted by OEMs, major manufacturers, and important organizations around the world.

## Job Designation

Wilcoxon Sensor Technologies, an Amphenol company, is in search of an Inside Sales Representative who will market and sell vibration instrumentation, related accessories, and wireless solutions to customers predominately in the Predictive Maintenance market. This position will also develop, maintain, and manage relationships with new and existing customers and end-users to maximize sales volume consistent with established quotas.

## Job Core Responsibilities

- Promotes and sells vibration instrumentation and related equipment.
- Evaluates customer needs and emphasizes product features based on technical knowledge of product capabilities and limitations.
- Assists customers with product selection and catalog resources.
- Prepares sales quotes and negotiates pricing within company guideline.
- Maintains existing and new relationships with customers through periodic contact via telephone and email.
- Serve as dedicated account representative for designated house accounts.
- Collaborates with sales team and manufacturing department on all sales activities with a focus on pre-sales activities, closing, and post-sale support.
- Follows up on selected pre-qualified leads to establish new customer relationships that generate new business.
- Assists with lead generation, prospecting, cold-calling, and pre-qualification as needed.

## Job Specifications

**Education:** Post-secondary degree or equivalent combination of relevant education and work experience that will allow successful performance of job expectations

**Certifications:** None required

**Years Experience:** 5 - 7 years or relevant experience

### Skills:

- Capable of providing expertise in resolving complex customer issues, interpreting customer order requirements and translating to company capabilities
- Strong attention to detail, highly organized and ability to multitask
- Able to problem solve issues of a more complex nature, using special knowledge to analyzes information and standard practices to make judgments
- Excellent verbal and written communication skills; excellent interpersonal skills to drive tasks to completion
- Ability to gather data, compile information and prepare reports
- Proficient with Microsoft Applications and database management tools
- Experience with Salesforce.com preferred

This position requires use of information which is subject to the International Traffic in Arms Regulations (ITAR). All applicants must be U.S. persons within the meaning of ITAR. ITAR defines a U.S. person as a U.S. Citizen, U.S. Permanent Resident (i.e. 'Green Card Holder'), Political Asylee, or Refugee.

Amphenol (Maryland), Inc. (dba Wilcoxon Sensor Technologies), is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex including sexual orientation and gender identity, national origin, disability, protected Veteran Status, or any other characteristic protected by applicable federal, state, or local law.

If you are a qualified individual with a disability or a disabled veteran, you have the right to request an accommodation if you are unable or limited in your ability to use or access our career center as a result of your disability. To request an accommodation, contact a Human Resources Representative at [WRlcareers@meggitt.com](mailto:WRlcareers@meggitt.com).

To apply click here:

<http://job-openings.monster.com/Inside-Sales-Rep-Germantown-MD-US-RF-Microwave-ARF-Cable-Group-ACG-Corporate/11/186136852?MESCOID=4100683001001&jobPosition=15>