

Job description

Assembly Fasteners, Inc. (AFI), is a leading distributor of fasteners and component hardware focused on managing Vendor Managed Inventory programs since 1984. The company has grown to five distribution centers is the Southern US. You can view the products and services AFI provides at www.afi.cc.

AFI is looking for a driven Inside Sales Representative with a competitive spirit and track record of success in sales to join our growing company in Garland, TX. The focus of the Sales Representative is to build and maintain lasting relationships with new and existing customers. You will actively engage with current and prospective clients through cold calling, email marketing and account management to build a book of business. This position offers a base salary and residual commissions with uncapped potential.

Responsibilities

- Source new sales opportunities through outbound cold calling
- Effectively qualify leads and identify prospect needs
- Conduct high level conversations with key decision makers
- Develop and manage a regional pipeline of business to meet your goals
- Utilize sales training to effectively guide sales cycle to close
- Schedule appointments for the field sales team to demonstrate the company's products and services
- Prioritize issues appropriately and manage to a satisfactory resolution

Qualifications

- 1+ years of sales experience
- Strong phone skills with experience cold calling
- Excel in finding and closing new opportunities and building relationships
- Excellent at overcoming objections
- Capable of working independently and as part of a team
- Ability to effectively listen and communicate through verbal and written channels

Desired Skills

- Previous distribution sales experience
- Familiarity with the fastener industry
- Previous Epicor P21 experience a plus
- Proficient experience with Microsoft Excel

Benefits

- Employee medical Insurance (60% company paid), dental and vision insurance
- Employer paid \$20,000 life insurance coverage
- Short and long-term disability
- 401K with strong matching program
- PTO days accrued per company guidelines
- 8 paid holidays per year

AFI has created an excellent work environment, one designed to help you reach your full potential by providing you with all the tools and support needed to succeed.

AFI is an Equal Opportunity Employer.

Job Type: Full-time

Pay: From \$40,000.00 per year

Expected hours: 40 per week

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- Life insurance
- Paid time off
- Vision insurance

Schedule:

- 8 hour shift
- Monday to Friday
- No weekends

Supplemental pay types:

- Commission pay

Experience:

- Outbound Sales: 1 year (Required)
- Sales Prospecting and Order Fulfillment: 1 year (Required)
- Fastener Industry: 1 year (Required)

Ability to Relocate:

- Garland, TX 75041: Relocate before starting work (Required)

Work Location: In person