**Inside Sales Associate-Voyager Electronics Corp.**

Voyager Electronics, is a distributor of passive electro-mechanical components serving Medical, Defense, Aerospace and Industrial markets. We exist to inspire trust and confidence in those we serve. Our core values of Growth, Integrity, Innovation, Compassion and Drive are the key principles that guide us in achieving this mission.

We are looking for a success-minded, forward-thinking team player who wants to take on the role of developing new business.

As an **Inside Sales Associate**, you will be responsible for discovering new sales opportunities, generating new clients, and retaining customer satisfaction. This position includes leading sales efforts, such as prospecting, lead generation, proposal development and closing new business. This position offers the opportunity to progress professionally/financially as performance expectations are met.

This role will begin as an Inside position due to current ~~p~~andemic conditions. With success this role will lead to additional opportunities and responsibilities.

**Primary Responsibilities:**

Sales Activity/Results

* Identify, target and penetrate target accounts utilizing our Sales Process and our Ideal Customer Profile.
* Develop and maintain strong sales activity including prospecting, lead generation, proposal development, and closing new business.
* Maintain accurate records for activities and opportunities in a CRM package.
* Meet Key Performance Indicators as assigned.

Product and Services Knowledge

* Understand and effectively communicate the offerings of Voyager.
* Maintain a strong understanding of the industry and Voyager differentiators.
* Demonstrate an understanding of the customer’s use of Voyager’s offerings.

**Qualifications:**

* High School diploma or equivalent required. A four year degree or 2+ years’ experience preferred.
* Excellent phone skills and the ability to prospect via the phone.
* Strong communication skills, including superb listening.
* Must be proactive to anticipate needs and have the necessary drive, enthusiasm and sense of urgency to achieve results.
* Operate with professionalism, integrity, and honesty.
* Proficiency with a variety of sales tools including the MS Office suite (Word, Excel, PowerPoint, Outlook).
* LinkedIn experience is a plus.

Send resume and cover letter to [syantes@voyagercorp.com](mailto:syantes@voyagercorp.com) for consideration.