



Inside Technical Sales Representatives

Marco Specialty Steel, Inc is a family owned and operated steel distribution and fabrication Company located near Hobby Airport in Houston Texas. Since 1991 our goal has been to provide the best, customer focused service in the metals industry to all customers, whether your requirement is large or small. We set high standards, and we abide by them as we practice business fairly and behave ethically. We share our expectations with each other and strive to maintain a workplace built on mutual values, trust and goodwill. In short, we expect excellence, and reward hard work and loyalty.

The Inside Technical Sales Representative is responsible for generating new customers, then maintaining, growing, and servicing these new and existing accounts throughout the Southwest, primarily through telephone sales. The Inside Technical Sales Rep. ensures high-quality customer service, including rapid response to all inquiries and on-time delivery according to customer specifications. Additionally, the Inside Technical Sales Rep. is expected to sell, or encourage customers to purchase additional related products and value added services. There is a heavy emphasis on new business generation and prospecting via outbound cold calls. Other responsibilities include managing the order writing process, coordinating related outside processing, trouble shooting for potential problems, assisting in rectifying problems and claims, and soliciting feedback from customers on products, services, pricing and overall performance.

Minimum Qualifications:

- High energy, strong mathematical skills and strong telephone technique
- Excellent oral and written communication skills
- Strong computer skills
- Self motivated, competitive, and driven to succeed
- Excellent judgment, detail oriented, solid decision making skills
- Able to think on your feet, and juggle multiple tasks at one time.

Part time positions for semi-retired persons are also available.

Benefits:

In exchange for your hard work and dedication, we offer a compensation package that includes excellent pay, including base salary (60%) + commission (40%) and bonuses, retirement plan, paid health benefits and a friendly casual work environment in our convenient South Houston location. If you want to be a part of our continued success and growth respond with a cover letter, resume and salary history.

Please email your resume and cover letter that includes salary requirements, sales history, and why you're the right person for our Company.