



Position Summary/Objective (Inside Sales Associate)

Dunlop Protective Footwear is the global market innovation leader in protective footwear for the Food, OGM, Industry and Agriculture marketplaces. We manufacture boots in our three production locations in Havre De Grace, Maryland, Raalte, Netherlands, and Leria, Portugal. Our continuous innovation combined with a solid dose of handcraft, makes the best working boot in the world that gives you the safety and comfort you deserve.

The inside sales specialist position develops, maintains and interacts primarily utilizing the phone and other forms of electronic communication to a broad scope of new and existing customers of DPF-USA to increase sales of products. Develops sales strategies designed to demonstrate the features and benefits of the products to achieve increased sales and profitability.

Essential Functions

1. Contact partners through, but not limited to, phone calls, email, mailings, fax and seminars to communicate opportunities to extend initiatives with the company.
 2. Match programs to customer requirements, and close contracts for defined programs.
 3. Collaborate with marketing, support, community management, product management and account management to facilitate new programs, messages, campaigns, and offerings.
 4. Engages in technical discussions with potential clients through demonstrations and presentations.
 5. Responds to requests from customers for information and gives online presentations.
6. Prospects, qualifies and generates sales within the company's established trading partners.
1. Ensure reporting and communications is frequent and bi-directional.

Competencies

1. Communication Proficiency.
2. Results Driven.
3. Organizational Skills.
4. Initiative.
5. Customer/Client Focus.
6. Technical Capacity.
7. Proficient in Microsoft office

Education and Experience Required

Minimum of an Associate's degree in Business Administration or Communication plus 3 years of related experience.

Education and Experience Preferred
Bachelor's degree in Business Administration.