



Job Title: Inside (Technical) Sales Representative

Department: Sales & Marketing

Reports to: President

Company Overview:

Western Marine Electronics (WESMAR), based in Arlington, WA is a world leader in the design and manufacture of sonar for the commercial fishing industry, and marine equipment for propulsion and stabilization of yachts and commercial marine vessels.

Founded in 1965, WESMAR pioneered technology advances in sonar and radar. WESMAR was the first company to introduce counter rotational dual propeller bow and stern thrusters and introduced significant advances in stabilization technology for yachts and work boats.

Due to growth and expansion into our new facility in Arlington, WA we are seeking qualified candidates for the position of a Machinist.

Position Overview:

Work with Regional Sales Manager to provide quotations and technical proposals to customers and drive profitable sales growth in the assigned territory / customer base. Provide outstanding customer support and deliver the highest level of customer satisfaction when dealing with customers. The Inside Sales Representative will be responsible for monitoring customer satisfaction and for reporting back product and service issues as well as competitive information.

Responsibilities:

- Prepare quotations, sales, & technical proposals for customers.
- Coordinate with Regional Sales Manager to follow-up quotations to resolution (Order or lost order report).
- Follow-up leads generated by company marketing efforts to resolution (Opportunity to Quote).
- Maintain customer contacts and monitor marketing programs through diligent use of CRM (Customer Relationship Management) system.
- Process customer returns using RMA (Return Material Authorization) for both warranty and non-warranty returns / repair.
- Develop sales opportunities through proactive telephone sales work, trade show attendance, and phone solicitation.
- Implement company marketing strategy.
- Work closely with the sales team under the direction of the President and Product Manager to execute the sales strategy and achieve sales objectives.
- Monitor competitive environment and report competitive activity to Sales Manager.
- Attend and set-up at Industry Trade Shows & Conferences to drive sales and stay abreast of industry trends.
- Must be willing and able to travel domestically and internationally to visit customers, attend conferences, industry events, and trade shows.
- Regular and timely attendance is required.



- Perform other duties as assigned.

Qualifications:

- Bachelor's degree (Business, Marketing, or Engineering preferred) or equivalent industry experience and demonstrated success.
- Minimum 3 years relevant business experience
- Valid Passport and Driver's license required.
- Strong Technical Aptitude. Ability and willingness to learn a portfolio of technical products, and applications of engineered marine systems. These will include on-board hydraulic, DC electric, and AC electric systems.
- Excellent interpersonal and customer service skills.
- Excellent organizational skills and attention to detail.
- Excellent time management skills with a proven ability to meet deadlines.
- Excellent listening skills.
- Strong analytical skills and problem-solving ability.
- Ability to prioritize tasks and to delegate them when appropriate.
- Highly proficient with Microsoft Office Suite or related software.
- Excellent written & verbal Communication Skills.
- Strong presentation skills.
- High emotional intelligence.
- Competitive.
- Team oriented

Computer/Technology Experience:

- Highly proficient with Microsoft Office Suite or related software.

Certificates/Licenses:

- None

Work Environment:

- Varied environment including a standard office environment with desktop business equipment and frequent telephone calls.
- As is common in a small manufacturing business, hands on work on the shop floor and at trade shows and conferences will be required.
- Some international and domestic travel will be required to visit customers and attend industry conferences and events
- Frequent communication may be required

Physical Demands:

- Capable of lifting and/or moving objects up to 50 pounds
- Frequently reach with hands and fingers
- Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions

Compensation:

- Depends on Experience



Benefits:

- Medical / Dental / Vision / Life
- 401K
- Optional additional life insurance
- Paid Holidays / Vacation
- Employee Recognition Programs

Please submit your resume through email to HR@wesmar.com.