

Established 1948



**Stuart W. Johnson & Co., Inc. - Lake Geneva, WI**

**Job Description-Sales Development Representative:**

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- Responsible for achieving sales revenue goals by both handling customer calls and proactively reaching out to current and potential customers, ensuring the customer is satisfied, aware of our complete offering and maintaining those customer relationships going forward.
- Partner with field sales representatives to drive profitable growth and ensure customer satisfaction.
- Participate in training through supplier programs or webinars.
- Develop strong business relationships with current customers and present our business to potential customers.
- Keep abreast of new products and industry changes.
- Identify opportunities for continuous improvement.

**Job Requirements:**

Knowledge, skills and abilities:

- Technical aptitude for equipment and service related issues. 3-5 years of inside sales experience with electrical, construction or mechanical products or industries preferred.
- Minimum high school diploma or equivalent. Bachelor's degree preferred.
- Ability to perform multiple tasks simultaneously.
- Proficient with Microsoft Office, Adobe Acrobat (pdf files), networks and the Internet. Sage 100 ERP or like experience.
- Ability to work in a team environment, learn from and share knowledge with team members.
- Ability to communicate clearly, both verbally and in written or typed form.
- Attention to detail, technical aptitude and the ability to interpret complex information.
- Ability to remain calm under pressure and work in stressful situations in order to promote good customer relations both within and outside the company.
- Ability to take action in solving problems while exhibiting judgment and a realistic understanding of issues.
- Must be creative and willing to adapt to changing business demands and responsibilities.

Contact:

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