



Inside Sales Position

Phoenix Sensors, Chandler, Arizona

Job Description

- Calls on existing database and leads to qualify opportunities for Outside Sales teams.
- Coordinates sales activity in the region with Regional Sales Managers and independent area manufacturer representatives
- Updates current database of key customers, market opportunities and competitive information and assists in the formulation of tactical and strategic business plans.
- Communicates & coordinates with management and sales counterparts with regard marketing communications and cross-region project sales activities.
- Visits customer facilities and/or manufacturing job sites to monitor project progress and customer satisfaction.
- Targets and tracks new customer opportunities. Assists in development of website.
- Works with VP of business development on market strategy. Flexible Hours

Company Description

Phoenix Sensors is a global designer and manufacturer of sensors and sensor-based systems which measure pressure/force, position, temperature, humidity, and wireless solutions. Our products are used as embedded devices by original equipment manufacturers (OEMs) or as stand alone sensors for test and measurement to provide critical monitoring, feedback and control input. We are at the heart of many everyday products and provide a vital link to the physical world.

Employment Type

Part Time (Position is intended to become Full-time)

Experience

Telemarketing, Technical Aptitude (Engineering and/or Computer interest) a major ++, Marketing, Database management, Sales experience is a plus, Phone skills, Computer Skills – Office, No experience is required for this position. Ability to work independently is imperative.

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