



We here at DHA (Dave Heiner Associates) are a reputable manufacturer representative headquartered in Parsippany, New Jersey. Since 1979, we have specialized in water and wastewater solutions. Our firm is committed to delivering high-quality products and services to a diverse clientele that includes engineers, municipal authorities, and treatment facilities.

Job Opportunity: Inside Salesperson with Growth Potential

We are pleased to share an exciting opportunity for a motivated individual to join our team as an Inside Salesperson. This position is designed for those looking to develop their career in sales, with the potential to advance into an Outside Sales role in the future.

Who We're Looking For:

We invite candidates who fit one of the following profiles to consider applying:

Recent Graduates: If you have a strong technical aptitude and the ability to grasp complex information quickly, we encourage you to apply. An eagerness to learn and apply your knowledge in a sales environment is essential.

Experienced Professionals: If you have a minimum of two years in technical sales, showcasing a successful track record in achieving sales targets and nurturing client relationships, we would love to hear from you.

The ideal candidate will demonstrate excellent communication skills, a proactive mindset, and the ability to work effectively both independently and as part of a collaborative team.

This role offers a unique opportunity for professional growth within our organization, making it a suitable choice for ambitious individuals who are keen to expand their skill set and advance their careers in sales.

Key Attributes of Our Ideal Candidate:

We are looking for a competitive self-starter who thrives in a fast-paced environment. You should be comfortable making numerous daily calls, engaging with partners, generating interest, qualifying prospects, and successfully closing sales.

Key Responsibilities:

Lead Generation: Identify new sales opportunities through diligent follow-up on inbound leads, as well as proactive outbound calls and emails.

Prospecting Preparation: Conduct thorough research on potential clients to prepare for calls, gathering essential background information and relevant lead details.

Trend Analysis: Monitor and analyze customer buying trends, providing insightful reports to management that inform our sales strategies.

CRM Management: Ensure accurate and up-to-date CRM information regarding leads, prospects, and opportunities for effective tracking and follow-up.

Qualifications:

- A Bachelor's degree or equivalent experience in Business or a related field.
- Alternatively, 1 to 3 years of sales experience with a focus on technical sales is a plus.
- Excellent written and verbal communication skills, with the ability to convey complex information in a clear and persuasive manner.
- Strong organizational skills with the ability to multi-task and prioritize effectively in a busy work environment.

We are searching for individuals who are not only skilled but also genuinely passionate about sales and eager to contribute to our team's success. If you are ready to embark on a career path with growth opportunities, we would be thrilled to hear from you!

If interested, please send your resume to Istamer@daveheinerassoc.com