



Cincinnati-based Doran Manufacturing, a commercial transportation technology and safety products company, will be adding a full-time **Inside Sales Representative** to identify and cultivate new business opportunities as well as being an integral member of our sales team providing unparalleled service and support to our customers and the rest of the sales team. We are looking for a highly motivated individual with excellent lead generation, communication and organizational skills who will thrive in an energetic team environment with a growing and thriving company.

Founded in 1953, Doran is a privately held family-owned business with the mission to create, manufacture and supply safety and efficiency technology, products and services for the markets we serve in a profitable manner through honest, fair, dependable and responsive interactions and relationships with our customers and suppliers to effectively understand and take care of our customers' problems as if they are our own. We currently serve customers in the truck fleet, school bus, RV and off-the-road vehicle markets.

PRIMARY RESPONSIBILITIES

- Proactively seek new business opportunities in the market by filling the top of the funnel - responding to inbound web leads, leads from conferences and by proactively prospecting over the phone (minimum of 25 calls/day) and via email
- Qualify leads as sales opportunities and forward qualified leads to sales team
- Schedule and participate in meetings/calls between prospective customers and sales team
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities into the prospect funnel
- Identify prospective customers with goal to secure trials and create new business
- Recognized and define appropriate solutions which will provide added value to the customer
- Manage data for new and prospective clients in Synergy ensuring all communications are logged, information is accurate and documents are attached

PREFERRED QUALIFICATIONS

- Entry level or 1-2 years of lead generation experience using phone and email communication
- Bachelor's degree from an accredited college required
- Familiarity with mailing and lead generation tools (able to quickly search/find information) with the ability to deliver engaging verbal presentations and understand sales performance metrics
- Understanding and interest in selling technology solutions in the commercial transportation industry
- Persistent, consistent and highly motivated to win by creating new business with the ability to appropriately handle rejection
- Strong organizational, time management, attention to detail, oral and written communication skills with a positive and high energy telephone presence
- Proficiency with MS Office (e.g. Outlook, Word, Excel, etc), scheduling and project management
- Experience with CRM software (e.g. Synergy, Salesforce, Goldmine)

ADDITIONAL DETAILS

- Full-time position (40 hours/week)
- Office hours are Monday through Friday, 8am – 5pm (Eastern)
- Competitive compensation and benefits (PTO, insurance, 401K) with an on-site fitness center
- Less than 10% travel for customer visits, trade shows or training is anticipated

To apply for this position on the Doran team, please send your cover letter and resume with compensation requirements to Zand Walters via e-mail at zandwalt@gmail.com.

To learn more about Doran Manufacturing, please visit www.doranmfg.com