



TEAM MEMBER POSITION DESCRIPTION: INSIDE SALES REPRESENTATIVE

Founded in 1953, Doran Manufacturing (Cincinnati, Ohio) is a privately-held, management-owned business that provides safety and maintenance monitoring technology and products for commercial vehicles. We are growing and are looking to add the next great person to our team as a full-time as an Inside Sales Representative to identify, prospect and cultivate new business opportunities with truck/trailer fleets as well as being an integral member of our sales team providing unparalleled service and support to our customers. We intend to add a highly motivated individual with excellent lead generation, communication and organizational skills who will succeed in an energetic team environment with a growing and thriving company.

PRIMARY RESPONSIBILITIES

- Proactively seek new business opportunities in the truck/trailer fleet 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 outbound calls/day) and through video conferences and e-mail communication
- Identify and qualify leads as sales opportunities and forward qualified leads to sales team with the goal to secure trials and create new business
- Schedule and participate in meetings/calls between prospective customers and members of the sales team
- Build and cultivate prospect relationships by initiating contact and conducting follow-up communication in order to move opportunities into the prospect funnel
- Manage data for new and prospective clients in CRM software ensuring all communications are logged, information is accurate and documents are attached

PREFERRED QUALIFICATIONS

- Professionally persistent and motivated to win by creating new business with the ability to appropriately handle initial rejection and work effectively as a member of our team
- Strong organizational, time management, attention to detail, oral and written communication skills with a positive and high energy telephone presence
- Entry level or 1-2 years of lead generation experience using phone, video conferencing and email communication
- Familiarity with lead generation tools (able to quickly search/find information) with the ability to deliver engaging verbal presentations
- Understanding and interest in selling technology solutions with a consultative approach in the commercial transportation industry
- Proficiency with Microsoft Office (Outlook, Word, Excel, PowerPoint, Teams)
- Experience with CRM software (e.g. Synergy, Salesforce, Goldmine)
- Bachelor's or Associate's degree from an accredited college

ADDITIONAL DETAILS

- Full-time: 40 hours/week; competitive salary/commission compensation and benefits (paid-time-off, insurance, 401K w/match)
- Office hours are Monday through Friday, 8am – 5pm (Eastern)
- Less than 5% travel for customer visits, trade shows or training is anticipated

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