

Brabazon is looking for a full-time Inside Sales in our Green Bay office.

The Inside Sales position will be responsible for researching, selecting and preparing bids/quotes on projects within Brabazon's territory. They will find current and future projects utilizing various websites, contractors and outside sales. This person will review plans/specifications and determine if Brabazon's products fit the scope.

This job is for you if you:

- Want fulfilling work that allows you to achieve corporate objectives
- Have high energy and are a strong team player
- Are self-motivated and responsive to customer needs
- Enjoy working in a fast-paced environment

Your work in this role will include:

- Find current and future bidding projects utilizing websites, contactors and Outside Sales.
- Review the specifications of the equipment in the bid, work with Engineers to have our equipment approved if needed.
- Consult with the manufacturers to verify equipment is within specifications.
- Prepare quotes/bids and deliver to outside sales, contractors or end users.
- Maintain relationships with existing and new customers.
- Communicate shipping status of open orders to customers.
- Handle return parts/orders and warranty issues for part orders.
- Enter sales orders for projects and assist with management of them through to close.

Minimum Requirements:

- High School Diploma / GED equivalent is required; however, a 2-year degree or higher is preferred.
- Intermediate computer skills with Microsoft Word, Excel, and Outlook, and CRM.
- Self-motivated with a strong sense of customer service.
- Establish and maintain strong relationships with internal and external customers.
- Have solid organizational skills with the ability to multi-task.
- Possess strong mechanical understanding/aptitude.
- Ability to effectively communicate, both in writing and verbally, with people of various educational and technical backgrounds, both inside and outside the company.
- Previous experience with pumps, compressors, and vacuum equipment is an asset, but not required.
- Must be able to travel to job sites within the assigned territory; have a valid driver's license and good driving record.

You will be successful in this role if you:

- Provide excellent customer service and strong organizational skills.
- Ability to effectively communicate, both in writing and verbally, with people of various educational and technical backgrounds, both inside and outside the company.
- Ability to identify customer's needs, listen, analyze, and respond appropriately to customer's problems and possess effective problem-solving skills.

At Brabazon, you are part of a family. Owned and operated by family since the beginning, we want to preserve that supportive family feel for everyone on the team. We value and care about our team members. We respect everyone's need for work-life balance, because we too have important personal and family responsibilities. We strive to be owners who are down-to-earth and approachable. We work right alongside our team members, doing our part like everyone else so that we as a team can meet the needs of all the customers who are depending on us.

We are proud of and passionate about:

- Being a team of experts in our industry who always put the customer first
- Having a growth mindset, continually innovating and utilizing up-to-date technology
- Ensuring a friendly, respectful and safe work environment that emphasizes team collaboration

Benefits you will receive include health, dental, vision, life and disability insurance, flexible spending account, PTO, holiday pay, and a 401(k) program with a 100% employer match on the first 3% and 50% on the next 2%.