



Power Door Products, Inc. a successful family owned company in business for nearly 50 years, is seeking an Inside Technical Sales Representative to support and sell gate operators and access control products at our Brookfield, CT location.

**Inside Technical Sales Representative Job Duties:**

- Preparing quotes and providing customer service to our vast customer base.
- Develop new accounts by researching and identifying potential leads, soliciting new business, building connections, providing technical information and recommendations.
- Providing Technical Support to customer as needed.
- Develop accounts by checking customer's buying history; suggesting related and new items; explaining technical features.
- Keep product knowledge up to date by studying manufacturer guides and tech documents and participating in ongoing trainings.
- Identify sales opportunities by analyzing and summarizing information and trends related to the competition.
- Assess competitors by analyzing and summarizing competitor information and trends; identifying sales opportunities.
- Accomplish department and organization goals by accepting ownership of new and different requests; exploring opportunities to add value to job accomplishments.
- Support outside sales representative
- Read and interpret RFP, RFI, and RFQ documents related to industry.
- Some travel required to trade shows and trainings.

**Inside Technical Sales Representative Skills and Qualifications:**

- Bachelor's Degree or equivalent experience
- Understanding of access control integration, security and installation of security systems helpful but, not required
- Understanding of software a plus
- Strong technical background
- Strong work ethic
- Professional interpersonal skills, oral and written communications skills
- Prospecting and relationship building skills
- Self-Starter and fast learner who can adapt to an ever-changing environment
- Not afraid to take on a challenge
- Computer savvy and bilingual (Spanish) a plus

Benefits Include: Competitive Salary and bonus package, Medical, Dental, 401K.

Please forward your resume ([angel@powerdoorproducts.com](mailto:angel@powerdoorproducts.com)) and salary requirements.

**We are an Equal Opportunity Employer**