

### Technical Lead Generator/Inside-Outside Sales Support Position

A manufacturer's rep firm in Illinois, established since 2003, is looking for a part-time, work-from-home Lead Generator. **This is a perfect opportunity for a stay-at-home parent or someone who is looking to reenter the workforce after a little time off.**

We function as an external sales and marketing force for several different companies that serve the public safety, telecommunications, military, medical, security and test equipment solutions markets.

Job responsibilities include:

- Calling and emailing existing customers to introduce new products on technical product lines
- Internet research of new customers and business opportunities
- Cold calling prospects and prescreening their needs for outside sales to follow-up on
- Assist with setting up sales appointments/meetings for outside sales
- Follow up after outside sales appointments are completed to check on customer needs
- Researching wrong phone numbers and email addresses to clean-up our database
- Good working knowledge of Microsoft Suite products; Word, Excel and Outlook
- Knowledge of CRM database software, ACT is preferred, but we will train the right candidate

Job requirements include:

- 5+ years of sales, cold-calling and internet research experience; customer service experience is a plus
- This is a work-from-home position, but there are 2 – 3 meeting a year you will need to attend so Illinois residents are strongly preferred
- A technical background with experience in the telecommunications, manufacturing or public safety industries is a plus
- Ability to work 15 – 20 hours a week (No nights, weekends or holidays are required)
- Minimum of high school diploma, some college preferred
- High-speed internet access
- Dedicated home office space
- Personal computer or laptop with Microsoft Office Suite products
- Ability to add a work phone line in your home (your monthly bills will be expensed)
- **Approximately 80 - 90% of the job will be making calls** so EXCELLENT PHONE SKILLS, a CAN-DO ATTITUDE and a TEAM PLAYER are a MUST!

Please include a resume and cover letter with salary history along with your reasons for why you would make a good candidate for this position.

Please email [jheffernan@epitechnologies.com](mailto:jheffernan@epitechnologies.com).

No phone calls please.