

Capitol Sales Representative Job Description

Do you want to work with a talented team of people who have fun and actually enjoy coming to work? If so, Capitol Sales might be the right place for you.

The role of a B2B Inside Sales Associate is to help dealers grow their business by using solutions from the full line of Capitol's consumer electronics including the fastest growing category which is Smart Home, Connected Home and "Works with Nest" type products. Our products reshape the way we live our lives every day.

Success in this role is dependent on your ability to listen, interpret customer needs, build a relationship, and present a winning solution. You will be open to on-going coaching and training to strive for constant improvement. Meeting goals individually and as a team is to be expected as part of the fun.

For this challenging, fast-paced position, we need highly motivated individuals to contact dealers by telephone, initiate and close sales while establishing and maintaining long-term dealer relationships. The B2B Inside Sales Associate is responsible for obtaining customer orders on an inbound and outbound call basis. On a typical day, you will make 50 to 70 outbound calls and have a minimum of 2-3 hours of talk time, while working in a safe, clean and fun-filled team environment.

Hours: Monday – Friday 8:00am - 5:00pm and until 6:00pm on a once per week basis.

Responsibilities & Key Accountabilities:

- Great attitude with a desire to work and contribute to a team environment
- Rock star at using telephone communication as the primary means of contacting customers, articulating solutions, developing and closing sales opportunities
- Meeting or exceeding company standards for customer phone contact and documentation of customer interactions
- Responsible for prospecting, developing and marketing to targeted accounts and markets via telephone, e-mail and social media to achieve company revenue objectives
- A Self-Starter who expects success from themselves.
- Excellent work ethics and a passion for your own success
- Successful Business to Business (B2B) phone outbound sales experience

Our established forward thinking company thrives on providing the freedom to explore and encourage curiosity and creativity. We gain new insight from diverse thinking. Here, you can apply your talent in bold ways that matter while providing superior customer service. We offer employees an extremely competitive benefits package including:

- Medical, Dental, Short and Long Term Disability, and Life Insurance
- Paid Time Off
- 401K (with company match)
- Bonus Incentives
- Referral opportunities
- Ongoing opportunities for personal and professional development all in a business casual work environment.

About Capitol Sales Company:

Capitol is the leading distribution source for residential systems contractors, retailers, PRO AV contractors, and premium incentive resellers who are looking for home theater, telephone, integrated home systems, and commercial AV products. We offer high-quality products at competitive prices, plus hands-on application training, expert technical help and unmatched customer service.

Our reputation is built on a relentless commitment to dealer support. We maintain that reputation with the best in stock position in the business backed with best in class training, expert technical assistance and experienced business consultation. We work closely with our customers to help create the most intriguing and satisfying systems for their clients, and we support the dealers needs long after the sale is complete.

The old maxim "time is money" has never been more true. Capitol's single, centralized warehouse is stocked with thousands of products and accessories from more than 110 manufacturers. We ship 98.5% of orders the same day, so you get everything you need quickly and efficiently -- in one box and one shipment.