

## **Job Posting: Inside Sales Professional (Water Well Industry)**

**Company:** Sterling Hose, Reel & Supply, LLC.

**Location:** San Antonio, Texas and Possibly Remote

**Position Type:** Full-Time

**Experience Level:** 10+ Years in the Water Well Industry

### **About Us:**

Sterling Hose, Reel & Supply, LLC. is a leading provider of innovative water well solutions. We are dedicated to delivering high-quality products and exceptional service to our customers. With a strong reputation in the industry, we are committed to excellence and continuous improvement.

### **Job Description:**

We are seeking an experienced Inside Sales Professional with a deep understanding of the water well industry. The ideal candidate will have at least 10 years of industry experience and a proven track record in sales. This role involves managing client relationships, understanding customer needs, and providing tailored solutions to meet those needs.

### **Key Responsibilities:**

- **Sales and Customer Service:**
  - Develop and maintain relationships with new and existing customers.
  - Understand customer requirements and provide suitable product recommendations.
  - Process sales orders and manage customer accounts.
  - Respond to customer inquiries promptly and professionally.
- **Product Knowledge:**
  - Stay updated on industry trends, product developments, and competitor activities.
  - Provide detailed product information and technical support to customers.
- **Sales Strategy:**
  - Develop and implement effective sales strategies to achieve sales targets.
  - Identify opportunities for business growth and new market segments.
  - Collaborate with the marketing team to develop promotional materials and campaigns.
- **Reporting and Analysis:**
  - Maintain accurate records of sales activities and customer interactions.
  - Prepare regular sales reports and forecasts for management review.

### **Qualifications:**

- **Experience:**
  - Minimum of 10 years of experience in the water well industry.
  - Proven track record in sales and customer relationship management.
- **Skills:**

- Strong understanding of water well products and services.
- Excellent communication and interpersonal skills.
- Ability to work independently and as part of a team.
- Proficient in using CRM software and Microsoft Office Suite.
- **Education:**
  - Bachelor's degree in Business, Marketing, or a related field is preferred, but not required.

**What We Offer:**

- Competitive salary and commission structure.
- Opportunities for professional development and career advancement.
- A supportive and collaborative work environment.

**How to Apply:**

Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience to [careers@sterlinghose.com](mailto:careers@sterlinghose.com). Please include "Inside Sales Professional - Water Well Industry" in the subject line of your email.