

Delivery/Customer Service --> Associate Sales Trainee Position

JJ Industries is a leading distributor of cutting tools and machining solutions to manufacturers. We have an immediate opening for a position which will allow the ideal candidate, who displays the drive and desire, to possibly progress from Delivery/Customer Service to Associate Outside Technical Sales Representative. This is a wonderful opportunity to join a growing, progressive industrial distribution company in Southington, CT.

Driver/Customer Service Responsibilities:

- Local delivery and pick up of customer orders.
- Maintain and manage inventory for JJ Industries stock at customer locations.
- Assist in receiving and shipping UPS, picking and packaging customer orders.
- Processing purchase orders for outside services.

Progressing to Inside Sales the ideal candidate will be responsible for:

- Working cooperatively with management, all other personnel, and outside sales to grow existing customers, create new customers, and increase customer satisfaction.
- Responding to Customer inquiries regarding products and services.
- Processing customer phone orders, check availability of stock, shipping dates, quote.
- Pricing, fill orders to customer specifications.
- Provide solutions and recommend new and better products.
- Provide machining principles to address customer needs.

The final goal of this training process will be to produce an Associate Outside Technical Sales Representative with product knowledge, passion, integrity and the drive to excel and deliver exceptional results that benefit the customer, the company and themselves.

Qualifications include:

- Clean driving record.
- Ability to lift to 50 lbs.
- Neat appearance and friendly demeanor
- Ability to work independently & self-start, establish/maintain strong customer relationships.
- Must be organized and capable of setting priorities.
- Excellent communication skills, written and verbal.
- Excellent computer skills with knowledge in Microsoft applications (Outlook, Word, Excel).
- Self-Motivated with the ability to work independently and/or in team-based setting.
- Prior sales and/or manufacturing experience and/or mechanical aptitude a plus.

We are privately owned and professionally run with consistent annual growth. Employee benefits include full medical, dental, vision, 401k, and paid vacation time. Our facility is clean, well-organized, and comfortable to work in. JJ Industries is an Equal Opportunity Employer.

Please submit resume to csanzone@jjind.com and a brief explanation of why you think you would be a good fit for this opportunity.