



The David H. Sutherland & Co., Inc. Seeks an Experienced Inside Sale Person

Scope of the Position

This position has high client interaction both internally and externally. Understanding highly technical information and relaying this information to customer is crucial to this position. Must have an energetic, positive, and sales-driven personality. At least three years of experience in a like environment is desired. This position has great potential to be a positive influence in all customer, supplier, and vendor relationships. The inside sales candidate would promote new products as part of the company's strategic marketing and business development efforts. The position also would have limited travel and occasional trade participation 2-3 times per year.

Major Responsibilities

- Working with customers to meet their needs through proactive calls, conference calls, predicting their product needs, sharing technical data and working the VP technical sales to find solutions to their processes.
- Providing a "state of the art" customer experience for the customer
- Analyze data on current customers/products and reach out to customers to increase sales

Experience

- 3 years Sales experience with phone experience and working as a member of a team
- Customer centric and able to manage projects to support the customer
- Able to set aggressive sales goals
- Experience reading and interpreting technical data
- Proficient using an ERP system and Microsoft office Suite

Education & Training

- 4-year college degree preferred
- Post-secondary courses in sales or experience

Compensation:

- Full medical/dental (employee pays \$50 a month)
- STD, LTD and Life insurance
- Matching 401K (after 3 months of employment)
- Paid vacation
- Professional Development opportunities
- Salary: based on experience

**Send Resumes to:
David H. Sutherland & Co., Inc.
Attn. Mary Sutherland Crouse
5600 SW Arctic Drive Suite 110 Beaverton, Oregon 97005
Or email to: mcrouse@sutherland-pdx.com**