



Inside Sales Representative

Air Techniques International (ATI), a division of Hamilton Associates, Inc., is the leading designer and manufacturer of air quality testing and monitoring products and services that fulfill our purpose of Protecting *People, Products, and Critical Infrastructure*. We serve markets that include biopharmaceutical manufacturing (cleanroom production), nuclear energy production, industrial hygiene, and military and counterterrorism applications including respirator mask testing and airborne bio-surveillance. We are the market leader in our more mature product lines, and we are a new entrant to some exciting new markets to be developed. Our business has global reach, with more than half of our sales outside the United States. But we are still a small company (about 40 employees) with significant room for growth and numerous opportunities for business expansion.

For additional information about our Company and our product lines, please visit our websites at www.hamiltonassoc.com, and www.atitest.com.

We have an opportunity for an **Inside Sales Representative** to play a pivotal role in selling products to support our continuing growth in the market. As our **Inside Sales Representative** this individual will have overall responsibility for following up on sales leads, quotes and proposals including proposals for work in the government sector. Reporting to the Director of Sales, and working collaboratively with our customer service team, the **Inside Sales Representative** will move leads through the sales funnel, issue quotes and proposals when necessary and maintain all information pertaining to the sales funnel.

Responsibilities include for the U.S.-based business:

- Qualify existing leads and convert to sales opportunities through inbound lead follow-up, cold calls and emails
- Understand customer needs, requirements, and objections in order to move leads through the sales funnel
- Route qualified opportunities to the sales director for further development and closure when appropriate
- Close sales when possible and achieve quarterly quotas
- Research accounts identify key players and generate interest
- Maintain and expand ATI's CRM with new prospects, opportunities and update the sales director on the sales funnel
- Participate in federal government bid and proposal process for the organization

JOB QUALIFICATIONS & REQUIREMENTS

- BA/BS degree or equivalent
- 3+ years of experience doing inside sales
- Proven inside sales experience with technical products (instrumentation product experience is a plus)
- Track record of over-achieving quota
- Strong phone presence and experience dialing dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Experience working with CRM
- Experience working with government proposal writing
- Excellent verbal and written communications skills

- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively

ADDITIONAL SKILLS PREFERRED

- Data-driven and fact-oriented personalities are preferred
- Humility and sense of humor a plus
- Strong fit in a culture, where our successes and failures are earned

PHYSICAL REQUIREMENTS AND WORKING CONDITIONS

- Sedentary Work
- Speaking
- Hearing
- Visual Acuity

COMPENSATION & BENEFITS

We offer an attractive compensation package in addition to a comprehensive benefits program including health insurance, 401(k) Plan with matching and profit sharing, generous paid time-off (PTO) policy, life and disability coverage, plus much more!

CONTACT US

If you are a driven, results-oriented individual seeking an opportunity to play a key role in the continuing growth of a reputable organization, please forward your resume, in WORD or PDF format, along with your salary history/requirements, to us for immediate consideration.

E-mail Address: atisales.resumes@hamiltonassoc.com

AIR TECHNIQUES INTERNATIONAL
A Division of Hamilton Associates, Inc.
11403 Cronridge Drive
Owings Mills, Maryland 21117

We are an Equal Employment Opportunity (EEO) employer.

Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status.