

## **INSIDE SALES**

### **About the company:**

Mueller Water Products is a leading North American manufacturer and marketer of infrastructure and flow control products for use in water distribution networks and treatment facilities. Its broad product portfolio includes engineered valves, hydrants, pipe fittings and ductile iron pipe, which are used by municipalities, as well as the commercial and residential construction, oil and gas, HVAC and fire protection industries. [www.muellerwaterproducts.com](http://www.muellerwaterproducts.com)

Hersey Meters Company was re-organized in August of 1999 as a subsidiary of Mueller. Mueller, originally organized in 1857, was founded out of a need for better ways to control the flow of water in distribution systems. In May of 2006, Mueller Water Products, Inc. became a publicly traded company. Hersey Meters is a division of Mueller Water Products and a leading manufacturer of water meters. [www.herseymeters.com](http://www.herseymeters.com).

### **Job Description:**

Duties include, but not limited to, the following:

- Contact new and existing customers to discuss their needs, and how these needs could be met by specific products and services.
- Answer customers' questions about products, prices, availability, product uses, and credit terms.
- Quote prices and other bid specifications.
- Emphasize product features based on analyses of customer needs, and on technical knowledge of product capabilities and limitations.
- Maintain customer records, using CRM and other software.
- Prospect for leads to assist Territory Managers with customer prospects.
- Inside Sales Account liaison for select sales territories.

### **Required Qualifications:**

- Fast pace environment requires ability to multi-task.
- Must work independently with minimal supervision.
- Requires attention to detail.
- Communicates effectively both written and verbal.
- Demonstrates excellent phone and people skills.
- Must be proficient with Excel, Word, Microsoft, Access, Outlook and internet.

### **Desired Qualifications:**

Previous work/sales experience in the water meter industry or related field (construction, piping, etc.).

### **Education:**

Prefer college degree with one (1) year of work experience Or six (6) years work experience in Inside Sales.