



## Job Description: Inside Sales Engineer

**Location: Raleigh, NC**  
**Employment Type: Full Time**

### Are you looking for an inside sales position in an exciting, growing field?

For over 100 years, Royal Eijkelkamp has been making a difference worldwide by developing and delivering solutions for soil and water projects. Committed to research and product development and recognized as a world-leader of soil and water equipment, Royal Eijkelkamp offers high quality products varying from hand-made augers to high-tech sonic drilling rigs. Now, with the opening of Eijkelkamp North America in 2015, Royal Eijkelkamp has set itself up to better offer its services and solutions to the North American market.

Eijkelkamp North America offers a fun, fast-paced work environment, where you will be an important member of the team. As an Inside Sales Representative, you will become an expert product advocate and technical advisor, assisting our customers, partners, and outside sales team in the field. The Inside Sales Representative must be able to identify and provide reliable solutions for all commercial and technical issues to assure complete customer satisfaction.

#### *Responsibilities*

- Prospects for new sales opportunities. Generates leads via outbound calling and e-mail
- Provides pricing and delivery information
- Procures and maintains inventory. Monitors to ensure proper inventory turns
- Performs follow-up to ensure timely shipment of materials and customer satisfaction
- Resolves customer service issues. Tracks open sales orders
- Maintains strong working relationships with vendors

#### *Skills Required*

- An aptitude for learning technical applications
- Excellent interpersonal and communication skills
- Strong organizational skills
- Proficient in Microsoft Office
- Working understanding of network communications technology – Internet, Intranet, VPN, TCP/IP, Ethernet, etc.
- Proficiency with CRM/Database tools
- A flexible and strong team player

We are looking for a candidate with

- 1–3 Years experience in Engineering, Environmental Technology, Natural Resources, or related industries
- 1-3 Years experience in Sales or Sales Support preferred and/or demonstrated success working with customers
- Familiarity with soil and water sampling and monitoring applications
- Degree Preferred
- Availability for some travel

Compensation will commensurate with experience and abilities.

Royal Eijkelkamp believes in the growth and development of a diverse workforce.