

**Job Description**

<b>Title:</b>	<b>Telemarketing Specialist</b>
<b>Company:</b>	<b>Tri-Phase Automation</b> is a hi-tech automation distributor that works with manufacturing companies in Wisconsin and Northern Illinois. We are unique because we provide innovative solutions with the largest breadth of products and services in the Midwest. With over 25 years of service, our customers rely on us to be an extension of their staff by reducing risk, reducing costs and providing a variety of value added services based on our customers' requirements.
<b>Location:</b>	<b>Tri-Phase Automation Headquarters – 1251 East Wisconsin Avenue, Pewaukee, WI</b>
<b>Compensation structure:</b>	<b>Base Salary plus incentives will be commensurate with experience</b>
<b>Benefits:</b>	<b>401k(w/company matching), Health/Vision/Dental/LTD insurance, Vacation/Sick available to full time employees</b>
<b>Full/Part Time:</b>	<b>Full Time</b>

**General Description:** We are seeking a passionate and energetic individual to lead our Telemarketing efforts. The role will involve cold calling businesses as well as campaign-based efforts. Attitude is everything in this role so you must have a positive and energetic disposition. Successful applicants will receive product training and support and will be joining a small but fast-growing team.

The role will involve:

- Cold calling B2B
- Determining who the decision maker is at each organization.
- Asking probing and exploratory questions to understand customer requirements and make appointments.
- Securing meetings for colleagues to present our services.
- Answer general inbound queries
- Fact finding
- Achieving targets

The ideal candidate will be:

- A proactive self-starter that is results driven and has a passion for business
- Strong sales skills and persuasive personality
- Flawless telephone manner - professional but friendly and enthusiastic
- Comfortable speaking to senior decision makers

Experience:

- Telesales: 1 years' experience (Preferred but not essential)
- Excel and CRM experience is preferred
- Technical background a plus

This job is ideal for those who are experienced in outbound telemarketing. You will have a clear telephone voice and be target driven, experienced in getting past the gatekeeper and through to decision makers. You will be happy to work in a fast-paced role and an interest in business is desired.

Send resumes to: [scottg@tri-phase.com](mailto:scottg@tri-phase.com)