



## SALES ASSOCIATE

### THE COMPANY

Founded in 1969, Interport leads the container industry by creating lasting value and satisfaction. We operate a container yard and dedicated modification facility on 50 acres adjacent to the Port of NY and NJ, where we proudly employ and empower a diverse team of exceptional individuals committed to providing our customers superior products, services, and solutions.

### THE POSITION

Interport has an immediate need for a dependable, customer-oriented individual to join our Sales & Marketing team as a Sales Associate. Reporting to the Sales Manager, the Sales Associate is responsible for selling Interport's container-based portable storage products and services

### MAJOR DUTIES AND RESPONSIBILITIES

#### Sales:

- Sell the organization's products and/or services to new prospects via incoming Web-generated requests for quotes, inbound calls or walk-in business
- Solicit and maintain contact with prospective customers
- Make follow-up phone calls to prospective customers
- Handle incoming phone calls for a dedicated sales telephone line
- Record activity, prepare and maintain records for sales leads and account status
- Handle entire inside sales process from proposal to close
- Reach or exceed sales quotas
- Greet "walk-in" customers and assist with the sales process
- Attend training of products and/or services to understand technical aspects of solutions
- Collaborate with Sales & Marketing teams to understand products & services and execute sales plans

#### Administrative Support:

- Collaborate with coordinator to set up deliveries.
- Maintain sales records and assist with the purchase order paperwork process
- Assist with additional projects as needed

### MINIMUM REQUIREMENTS

- Highest moral character and integrity
- High school diploma or equivalent
- Minimum two years' work experience, preferably in a sales environment
- Strong verbal, telephone, and written communication skills
- Ability to work well in a team environment
- Strong sense of professionalism and discretion
- Availability to work office hours of 8:30 AM to 5:00 PM plus overtime when required
- Must possess a high degree of organizational aptitude
- Strong working knowledge of Microsoft Office and Customer Relationship Management applications
- Familiarity with the Internet and the use of Web-based applications



- Ability to manage numerous priorities while working without staffing support
- Ability to travel <10%
- Employment is subject to the completion of due-diligence inquiries, including a background check and a pre-employment medical examination incorporating a drug and alcohol screen, which will take place after a conditional offer is made.

*New Jersey law prohibits employers from considering the criminal records of applicants for employment under certain circumstances.*

#### PREFERRED/PLUS

- Associates degree
- Experience working in the intermodal and portable storage industries
- Experience with ERP systems, e.g., NetSuite
- Bilingual in English/Spanish

#### ATTRIBUTES THAT HELP MAKE AN INDIVIDUAL SUCCESSFUL IN THIS ROLE INCLUDE

- Associates degree
- Experience working in the intermodal and portable storage industries
- Experience with ERP systems, e.g., NetSuite
- Bilingual in English/Spanish

#### WE OFFER

- A base hourly rate commensurate with your qualifications, paid weekly
- Participation in our 401(k) retirement savings
- Performance-based variable compensation and a discretionary bonus program
- Comprehensive health benefits
- Paid Time Off (vacation/sick time) and holiday pay

#### YOU BRING

- Commitment and a positive attitude
- Strong customer service skills
- Dependability and time management skills
- The ability to work under pressure
- A quality-focused and team-oriented work ethic
- Flexibility

#### INTERESTED IN JOINING OUR TEAM?

Submit your resume to: [jobs@iport.com](mailto:jobs@iport.com)

*Providing "equal employment opportunity" is one of Interport's most important personnel policies. Our goal is to do all that we realistically can to provide genuine equal employment opportunity, in every sense of the term, to applicants and employees in all phases of our operation.*