

## INSIDE SALES PROFESSIONAL

Lafayette Venetian Blind, a privately held, progressive, wholesale manufacturer of custom, interior window fashions, has an immediate position available for an **Inside Sales Professional**. We are the largest independent fabricator of window treatments in the US and sell our product throughout the US and Canada.

The ideal candidate will possess the following:

Prior experience in selling a custom product to retail accounts, including franchisees.

The proven ability to build customer partnerships by servicing existing accounts and an aggressive approach to establishing new accounts.

This person will be a quick learner able to problem solve, be solutions oriented, well organized and be able to work effectively with people of different personality styles.

Must be comfortable utilizing Contact Management Systems and Microsoft Office

Other Essential Duties and Responsibilities include:

1. Compiles lists of prospective customers for use as sales leads based on information from ad inquiries, trade shows, direct mail responses, aged leads, business directories, websites, and other sources.
2. Makes outbound lead follow-up calls to potential and existing customers by telephone and e-mail to qualify leads and sell products and services.
3. Handles inbound sales lead calls to convert calls into sales.
4. Overcomes technical and business objections of prospective customers.
5. Provides product demos to qualified customers on request via internet tools.
6. Emphasizes saleable features, quotes prices and credit terms. Estimates date of delivery to customer based on knowledge of production and delivery schedules.
7. Coordinates customer training. Builds and maintains customer relationships. Prepares reports of business transactions. Enters new customer data and other sales data for current customers into computer database.
8. Investigates and resolves customer problems and concerns.
9. Expected to meet or exceed quarterly and annual performance targets.
10. Coordinates with Marketing and Sales to determine essential strategic approach to accounts and assigned territory.

We offer a comprehensive package of salary, bonus and benefits. Please send resume, with salary history to:

Lafayette Venetian Blind,  
3000 Klondike Road  
West Lafayette, Indiana 47906  
Attention: Human Resources OR Email: [humres@lafvb.com](mailto:humres@lafvb.com)

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