

Performance Electronics is seeking an enthusiastic, motivated and goal-oriented **Inside Sales & Tech Support Professional** to join our rapidly growing team!

The right candidate for our Inside Sales & Tech Support position is a team player who's experienced in sales, has a love for the performance motor vehicle aftermarket, can quickly absorb and apply technical product knowledge and possesses a desire to help connect racers, engine builders and hot rodders with the engine management solution for their needs.

Position Overview:

The Inside Sales & Tech Support Professional is responsible for researching, initiating and leveraging sales opportunities with existing and prospective customers while developing and maintaining key clients. This is accomplished by working directly with retail as well as business-to-business customers to determine and provide the products and information that will best suit their needs. The Inside Sales & Tech Support Professional is responsible for being the front line of communication with our customers, offering sales AND technical support throughout the customer experience.

Wages & Hours:

Full time, salaried position (salary is commensurate with qualifications and experience level), with opportunity for year-end, performance-based bonus. Working hours from 8:00 AM – 5:00 PM, M-F. Week and weekend travel to/from races and trade shows may also be required.

Position Requirements:

- A high school diploma or equivalent, at minimum. Associate or bachelor's degree is a plus.
- Two years' working experience in sales and/or the automotive industry.
- Sound knowledge of the sales process and associated marketing techniques.
- Excellent communication and organization skills, with the ability to manage multiple priorities.
- Basic computer skills including the use of Microsoft Outlook, Word and Excel.
- Friendly personality and positive attitude.
- A passion for fast, powerful motor vehicles!

Job Duties:

- Develop and maintain a strong sales and technical knowledge of our products and software, as well as a working knowledge of the performance aftermarket industry as it pertains to engine management and tuning.
- Work directly with customers by phone, email and in-person to assess their needs, supply product options and guide them into a purchase decision that provides optimum value for both parties.

- Utilize our various sales and support softwares to manage all aspects of the customer experience including product inquiries, sales estimates, project management, order fulfillment and service after the sale.
- Identify, research, cultivate and report back to internal staff on new sales and marketing opportunities.
- Evaluate and report on new product requests and market demand.
- Manage customer projects with internal company resources.
- Meet or exceed personal and company-wide sales goals while demonstrating a solid customer-centric focus.
- Core responsibilities are subject to change in the future.

To Apply: Please email your resume to HR@pe-ltd.com