

# SPC Inside Sales Rep

Ward-Kraft, Inc. is a large family owned, Christian based print manufacturer, that was founded over 50 years ago. As one of the top, most innovative print manufacturer in the industry, we are committed to the principles of teamwork, integrity, excellence, and faith, and are seeking members who have the desire, capability and passion to excel.

Ward-Kraft is seeking an Inside Sales Rep for our SPC Division that is highly motivated to help us smash our sales goals! If you thrive in an environment where members have a “whatever it takes for the team to succeed” attitude, then this is the place for you. If you value a place where members work together to reach divisional goals and then celebrates together when goals are achieved then this is the place for you. This is a fast-paced environment that encourages member engagement and ideas that will help us double the size of Ward-Kraft’s SPC Division. The SPC Inside Sales Rep will prospect potential new customers and grow existing customer accounts through building relationships with customers as well as the divisions team members based on honesty, integrity and trust. We need individuals that love and seek opportunity to improve and grow every day.

## Essential Functions and Key Responsibilities:

- Self-starter and motivator
- Successfully sell and promote company products and services through calls, emails, and zoom meetings.
- Achieve both short and long-term objectives for increased sales volume and growth
- Educate and inform customers about company products
- Responsible for securing initial orders from new accounts
- Maintain open communications between our company and customers, and build a professional customer-vendor relationship
- Strive for 100% customer satisfaction

## Knowledge and Skills Requirements:

- Strong level of written and verbal communication skills in the form of phone calls, emails, social media postings, etc.
- Use of professional language and good judgment when interacting with customers
- Excellent organization and time management
- Ability to effectively present information and ideas to varying levels in our organization and groups of all sizes
- Business to Business sales experience is a plus

## Schedule and Compensation

- Opportunities for growth and advancement within the company
- Coaching and feedback from a supportive leadership team
- Environment that enjoys working hard
- Team members who celebrate success
- Strong benefits
- Paid vacation and holidays

If you have an interest in this position, applications may be obtained at [www.wardkraft.com](http://www.wardkraft.com) under the Employment link, or in person at our Fort Scott location; 2401 Cooper St., Fort Scott KS, 66701.

*Ward Kraft, Inc. is an equal opportunity employer.*