



Mueller Company – Inside Sales Representative Opening

Water Products Division

Salary Range: \$36,000 - \$39,000 Base Pay (depending on experience)

Mueller Company (Mueller Co.), the nation's leading manufacturer of flow control devices for the water and gas distribution industries, has an opening in our Customer Service Department for an **Inside Sales Representative**. This position is located at Mueller's Shared Services Center in Decatur, Illinois and will report to the Customer Relations Manager.

The primary function of the **Inside Sales Representative** is to generate qualified business leads, uncover qualified opportunities for our outside sales team, and increase Mueller's name and exposure to specific municipalities and product end-users. These actions will be accomplished through targeted telephone marketing (including cold calling) and data mining projects. The intent of this position is to supplement the sales prospecting work for the company's outside field sales representatives. While this position is not responsible for direct sales or closing sales deals, it will play a pivotal role in identifying, qualifying, and nurturing opportunities to grow Mueller Co.'s business. This position is for a self-starter driven by opportunity, accomplishment, and the desire for success.

Duties will include, but not be limited to, the following:

- Achieve targets for new business development and customer contacts by continued interactions with municipalities and product end-users through the use of telephone, internet, and other technology driven (web enabled) marketing/sales tools.
- Develop and initiate sales leads in order to devise quality sales opportunities. Own and manage the opportunity follow-up process for the assigned sales territory or region. Present qualified and substantive leads to the field sales representatives.
- Explore and mine sources of external and internal data to compile customer contact lists for various geographical regions.
- Provide product information and sales literature to potential customers.
- Input sales, customer, and sales lead data into Customer Relationship Management (CRM) software.
- Perform administrative projects to improve the sales effectiveness process.
- Perform miscellaneous tasks requested by Customer Relations Manager or Vice President Sales.

Required Qualifications:

- High school diploma or equivalent.
- At least one (1) year of relevant experience in an outbound telephonic sales role with the ability to prospect, develop customer base, and establish phone relationships with customers.

- Comfort with cold calling potential customers (distributors, municipalities, product end users); extended usage of phone for 6+ hours/day.
- Excellent oral and written communication skills.
- Intermediate computer experience with ability to quickly learn and navigate new computer programs.
- Ability to work in a team setting and gain trust and respect of various persons throughout Mueller's various locations and customer base.
- Demonstrated organizational and time management skills
- Willingness and ability for minimal travel. (Travel is estimated to be 5% or less.)

Ideal Qualifications:

- Bachelor's degree in business or communications-related field.
- Three or more (3+) years of successful direct sales (telemarketing, inside sales) experience
- Experience with salesforce.com or other CRM software packages
- Strong experience in mainframe programs that include inventory control – such as AS400/JD Edwards (JDE).
- Technical/Mechanical background

Applicants not meeting the "Required Qualifications" listed above will not be considered for this position.

Primary work hours will be Monday through Friday. Regular start time will be between 7:00 - 8:00 a.m. with an end time between 4:00 – 5:00 p.m. This position does have a 60-minute unpaid lunch. Overtime may be required on an intermittent basis. (This position is non-exempt and eligible for overtime pay.)

No relocation assistance will be offered for this position.

Individuals interested in this position should apply through Monster.com (Keyword: "Mueller Company") Resumes mailed, faxed, or dropped off will not be reviewed. Mueller Company will contact desired applicants to proceed in the hiring process. Please do not contact Mueller regarding the status of your application.

Resumes will be reviewed beginning July 28, 2010, and will continue to be reviewed until the successful applicant is chosen.

Mueller Company offers an excellent salary and benefits package. Current benefit offerings include: medical and dental insurance, 401K plan with company match, Employee Stock Purchase Plan program, short-term and long-term disability benefits, vacation, tuition reimbursement program, company-provided life insurance, supplemental insurance at group rates, and much more.

Mueller Company is an Equal Opportunity Employer.