



Important: This is an onsite position in Twin Falls, Idaho. Remote work is not available.

Seastrom Manufacturing Company, Inc.

About Us

Seastrom Manufacturing Co., Inc. is a U.S. manufacturer of precision stamping along with standard and custom assembly hardware located in Twin Falls, Idaho. Seastrom has earned the distinction as an approved supplier for most major aerospace, automotive, and commercial manufacturers. Seastrom offers several custom capabilities including Precision Stamping, CNC Machining, Multi-Spindle Screw Machining, Four-Slide Process, Waterjet, Laser Part Marking & Engraving, Special Packaging, and Engineering assistance in developing parts that will increase value and lower costs.

Seastrom Manufacturing's investment in manufacturing capabilities and certifications assure each customer the highest level of precision. Seastrom Manufacturing is DFARS, REACH, RoHS, Nadcap, PPAP, and ITAR compliant, and is ISO9001 and AS9100 certified.

Opportunity: INSIDE SALES REPRESENTATIVE - Full time, Flexible Schedule

SUMMARY:

The **Inside Sales Representative** will develop and maintain respectful customer relationships and will manage the quoting and sales process from beginning to end, while promoting and selling high-quality custom and standard catalog parts. The Inside Sales Representative may also periodically make direct sales contact in person and represent the company at promotional events, such as trade shows and corporate purchasing and engineering symposiums.

Consistently follows processes and schedules independently, with periodic interaction with manager and others while following our core values of maintaining relationships in a team environment modeling professionalism, interpersonal skills, problem solving, adaptability, and personal value commitment.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following:

- Strong math skills.
- Excellent attention to detail.
- Good organizational and analytic skills.
- Utilize time management skills and personal responsibility to ensure productivity in a self-directed work environment.
- Answer incoming phone calls from customers and outside sales reps.
- Work with sales department generating customer quotes.
- Work on special projects as assigned.
- Proactively recommend items needed by customers to increase customer satisfaction.
- Follows company policies and procedures.



- Manage time effectively, meet personal goals and work effectively with other members of the team.
- Contact customers following sales to ensure ongoing customer satisfaction and resolve complaints.
- Contact customers following quotes to increase sales and improve order turn rate.
- Is energetic and presents a professional image to customers.
- Work under Sales Manager in executing the company's revenue and profitability strategy through the support of selling engineered fastening solutions to both current and prospective OEM, and distribution customers.
- Maintain and apply product knowledge through catalogs, inter-office meetings, and sales and product training.
- Understand quality systems procedures and requirements.
- Read and interpret customer drawings and prints.

QUALIFICATIONS:

- Must be at least 18 years of age.
- Must meet "US Person" criteria per ITAR compliance regulations.
- High School diploma/GED required or equivalent combination of both education and experience with sales.
- Previous experience in fastener sales is required.
- Extensive knowledge of the Internet and Microsoft Office applications preferred, specifically in Outlook, Excel, and Word.
- Knowledge of sales contact and management software is highly desirable.
- Strong problem-solving and deductive reasoning skills required.
- Able to read and speak the English language with comprehension skills sufficient to understand safety standards and job performance expectations.
- Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals.
- Ability to interpret instructions which may be furnished in written, oral, diagram or schedule form.
- While performing the duties of this job, the employee is required to use hands to manipulate objects, reach with hands and arms; and talk and hear. Sitting for extensive lengths of time is required.
- The noise level in the environment is moderate to loud.

BENEFITS *(most benefits begin the first day of the month following the hire date):*

- Comprehensive benefits package including Health, Dental, Vision, Life, and Long-Term Disability
- Additional voluntary benefits such as additional life, accidental death, and critical illness
- 401K program with company-matching
- Paid time off (PTO) from 1 to 3 weeks depending on length of service
- Personal Days - up to 5 per year
- Nine (9) company-paid holidays



- Profit Sharing
- Referral program
- Length of service program for full-time employees
- Drug-free workplace
- Safe, clean, climate-controlled facility