



AUTO BOLT

Inside / Outside Sales Representative - Fasteners Cleveland, Ohio

We are seeking an Inside / Outside Sales Representative (Junior Level) to join our team in Cleveland, Ohio. You will be responsible for handling daily activities involving current customers along with the development of new clients within the assigned region or territory. We will train the right individual as this would be a great opportunity to start your sales career in the Fastener Industry.

Responsibilities

- Learn and convey Auto Bolt's manufacturing capabilities and benefits to our customers.
- Present and sell company products and services to new and existing customers
- Use our CRM "HubSpot" to enter inquiries, follow up and manage potential customers
- Build relationships with current and new customers
- Provide exceptional customer service
- Prospect for new customers
- Travel as needed within an assigned territory to visit customers (after initial training)
- Attend trade shows as required
- Perform various customer service-related activities

Qualifications

- Previous experience in Fastener Sales a plus (1-2 years)
- Familiarity with CRM platforms
- Ability to build rapport with clients
- Strong negotiation skills
- Deadline and detail-oriented
- Self-Motivated, results-driven, and technical aptitude
- Fast Learner and able to adapt to change
- Preferred experience in a variety of industries such as Automotive, Truck, Agricultural and Industrial.
- Ability to work in a team environment
- Ability to work in a fast-paced environment

Travel

Occasional travel is expected for this position (0-20%) – Some overnights
Business-related travel expenses will be reimbursed monthly

Why Auto Bolt?

- Growing, privately held company with more than 70+ years as a full-service manufacturer of fasteners (Bolts and Special parts per print)
- Opportunity for professional growth within the company
- Competitive compensation is paid weekly along with bonus potential.
- Generous benefit package: Medical, Dental, 401(k) with Company match, Paid Time Off, FSA and Paid Holidays.
- Visit our website to learn more about Auto Bolt (www.autoboltusa.com).

Must be authorized to work in the United States.

This job description is not intended to be all-inclusive. Employees may be required to perform other related duties to meet the ongoing needs of the Company.

Auto Bolt is a drug-free workplace. Auto Bolt is an equal- opportunity employer. We maintain a policy of non-discrimination in providing equal employment to all qualified employees and candidates regardless of race, sex, sexual orientation, gender identity, age, color, religion, national origin, disability, genetic information, protected veteran's status, or other legally protected classification in accordance with applicable state and local law.

Job Type: Full-time

Please email your resume to employment@autoboltusa.com or send your resume to
ATTN: Human Resources
The Auto Bolt Company
4740 Manufacturing Ave.
Cleveland, OH 44135