



**RLE Technologies** is currently searching for an Outbound **Sales Representative** to connect with potential sales leads by phone, LinkedIn, lead list, digital marketing campaigns and email. This is an excellent opportunity for an enthusiastic and upbeat individual to be a brand ambassador for a well-respected company with over 30 years' experience in the IT / Data Center industry. This industry has been extremely resilient during the COVID pandemic and has actually grown.

**Responsibilities Include:**

- Making a large volume of outbound calls to as many leads as possible.
- Assessing, educating, and qualifying prospects, then forwarding prospective leads to the RLE Sales team.
- Effectively handling customer objections.
- Accurately entering the details of every interaction in the Customer Relationship Management database.
- Organizing and managing your time effectively.
- Up to 10% travel for tradeshow and customer site visits (pending COVID restrictions).

The ideal candidate will be an outgoing, friendly, and optimistic problem solver who works well under pressure to achieve established contact targets. *Specific requirements include:*

- 1 year of professional experience, preferably including inside sales or cold calling.
- Bachelor's degree in relevant field of study preferred but not required.
- Strong persuasive skills and the ability to effectively communicate with others.
- CRM experience a plus.
- Knowledge of sales principles and procedures a plus.
- Experience in providing excellent customer service.
- Ability to travel up to 10% of the time (pending COVID restrictions).

At **RLE Technologies**, we hold over 30 patents for our innovative products manufactured in Ft. Collins, CO. We take pride in our supportive work environment with friendly and engaged employees. *Specific benefits include:*

- Competitive pay, commissions, and bonus structure
- Paid Training
- 100% employer paid medical/dental/vision insurance for employees
- Affordable benefits coverage for employee dependents
- Retirement savings plan with a 4% employer match
- Wellness Program Rewards
- Locally owned, well established, and highly respected business in Ft. Collins, CO

