



3582 Technology Dr NW, Rochester, MN 55901  
www.paceintl.com | 1 800 444 PACE

**Title:** Inside Sales Representative

**Reports To:** Sales Manager

**About Pace:**

Pace International is an industry leading distributor of equipment and content in the Telecommunications and Services Industries. Pace was established in 1972 in Rochester, MN and is the only national hardware and content distributor for Dish Network.

**Position:**

Pace is currently seeking an Inside Sales Representative to join our fast growing team! We need an inside sales representative with skills, experience and savvy to sell Dish satellite TV products while providing un-matched support to our customers. If you have the desire to sell and provide top-notch customer service, we may have the position for you! No cold calling! To thrive in this role, you will need to be action/results oriented, self-motivated, intellectually honest, love customer service and have strong oral communication skills! If this sounds like you, please apply without delay!

**Full Benefits Package:** Includes 100% employer paid Medical premiums, 401K match program, Fitness Center on site, Holiday Pay & PTO!

**Compensation:** Top Sales Reps love our uncapped commission plan! Included is a base rate plus commission. In 2016, our Inside Sales Reps made an average of \$14 to over \$20 per hour!

**Job Description:**

- Assist customers with order placement, through all channels, and recommend accessories to increase sales and customer awareness of product and service capabilities
- Responsible for achieving specific sales business targets and maximizing sales opportunities on each and every call
- Retain an ongoing awareness and understanding of active promotions
- Execute on all company initiatives set forth by organization
- Work effectively with others in a team based environment to accomplish organizational goals and to identify and resolve problems
- Troubleshoot, research, analyze, and resolve customer problems
- The desire to make a real difference in a growing company, and have some fun along the way



3582 Technology Dr NW, Rochester, MN 55901  
www.paceintl.com | 1 800 444 PACE

**Education:**

- High School Diploma, or equivalent

**Skills & Knowledge:**

- At least 6 months experience working in an inside sales environment
- Excellent sales closure techniques, confidence in products and advocate skills
- Courteous with strong customer service orientation and proper phone etiquette
- Professional and articulate verbal communication skills
- Proficient and accurate computer skills
- Strong attention to detail and ability to follow specific procedures and instructions
- Ability to make independent decisions
- Excellent organizational and time management skills
- Ability to remain calm under pressure and work in a concise, clear and focused manner
- Willingness to co-operate with others and work to the greater good.

**Physical Demands:**

- A majority of time is spent sitting
- Some standing and walking may be necessary but are not essential to performing the job responsibilities
- Simultaneous movement of hands, wrists, and fingers is an important element to this position
- Ability to lift up to 25 lbs on a regular basis and up to 50 lbs on an occasional basis

**Working Conditions:**

- The work day is spent in a comfortable office environment
- There is some exposure to noise

**Other Requirements:**

- Regular and reliable attendance is required in the position
- Shifts include evening hours, weekends, and holidays

**Application Deadline:** Open until filled

**Application Process:** Please submit a resume via email to [amyb@paceintl.com](mailto:amyb@paceintl.com). Please include in the subject line Inside Sales Representative.