



**Job Title**- Boutique Inside Sales Representative  
Orange, CT- Full Time (37.5 hrs)

**Job Description**

The Boutique Inside Sales Representative represents the WubbaNub Brand within our Boutique partnerships. This position will actively drive sales through proactive sales strategy, disciplined metric goals, and focus on profitable new/existing business. The Boutique Sales Representative will carry out sales strategies and established selling initiatives.

**Responsibilities (including but not limited to):**

- Cold Calling, Lead qualification, outbound sales to reach established sales goals
- Create solutions for customers with strong sales closing aptitude
- Field and initiate sales inquiries via phone and email
- Prospect and develop new business relationships
- Generate, qualify, track and follow-up on sales leads
- Ability to identify and upsell existing incoming orders
- Map potential customers and generate leads
- Improve and maintain relationships with existing customers
- Ignite relationships with inactive customers
- Participate in sales events and tradeshow
- Enhance customer service satisfaction and foster partner relationships

**Qualifications**

- Bachelor's degree preferred
- 3+ years in a sales representative role making multiple calls per days and thrives in a quick sales cycle environment
- 2-5 years of cold calling experience
- Good communication and interpersonal skills
- Strong organization and follow-up
- Exceptional written and verbal communication skills
- Positive and enthusiastic

**About Trebco Specialty Products, Inc.**

Trebco Specialty Products, Inc., is the parent company of the award-winning, WubbaNub brand. Our corporate office is located in Orange, CT.