

CAM International is the leading redistributor of aftermarket auto parts in the automotive industry. Based in Nashville, TN, we have been in business since 1973. The average tenure of our staff is 17.4 years and we are looking for serious individuals in search of a long term career with a 3rd generation company.

New Business Development Representative (Entry Level)

Position Summary and Responsibility:

We are looking for a New Business Development Representative to join our sales team. This is a business-to-business inside sales position within the automotive aftermarket. The New Business Development Representative is responsible for calling new prospects through leads provided by our company. This person will act as support for new account business for the sales team.

No prior sales or automotive experience is necessary; we are willing to train the right person.

Responsibilities:

- Develop and cultivate new sales and inactive account opportunities through inbound/outbound prospecting calls and emails.
- Qualify new accounts before being passed on to a Territory Sales Manager.
- Educating customers on our products and understanding their needs through effective communication and presentation.
- Recording details in the CRM System and keeping each contact up to date with correct information.
- Ability to maintain phone call volume throughout each day.
- Enjoy a team sales environment without the pressure to close sales.

Ideal Candidate:

- Excellent verbal and written communication skills.
- Proficient time management and organization skills.
- Ability to call prospective accounts without hesitation.
- High level of initiative to achieve goals.
- Possess the eagerness and skills to build effective relationships.
- High energy and resilient character.

Required Qualifications:

- Must have a high School Diploma or GED
- Computer knowledge with the aptitude to learn new technology

Job Benefits:

- Salary: \$35,000 to \$40,000
- **No Nights/Weekends** – Working Hours: M-TH 7:30a-4:30p; F 7:00a-4:00p
- Holidays off
- Optional Health Insurance
- 401 (k) plan
- And much more!