



EICKHOF®

Outreach Representative (Inside Sales)

Reports to: Sales & Marketing Manager

Summary: As our Outreach Representative, you will learn how to sell a superior product all around the world with our exponentially growing company. We are looking for an optimistic, motivated, and outgoing individual that enjoys communicating via phone as this position requires high-volume outreach through cold calling to generate new leads. This position is for our Crookston or Minneapolis Office and has the opportunity to grow into a Sales Professional. There will be an uncapped commission for successful leads generated and salary is based on experience. You will work Monday through Friday, no travel, no weekends.

Employment at Eickhof is about being a part of something bigger. It's about being on a team that employs individuals with the highest levels of loyalty, honesty and integrity. We exceed customer expectations on a daily basis by taking a true interest in their needs.

PROFESSIONAL QUALIFICATIONS:

- **Education:** Minimum High School Diploma. Preferred College Degree related to Liberal Arts, Business
- **Skill sets:**
 - Computer literate
 - Organizational skills
 - Communication skills
 - Time-management skills
 - Entry-level sales skills
- **Values:**
 - **Positive Attitude** with "Can-do" outlook
 - **Achieve Excellence** through willingness to do what it takes
 - **Personal Integrity** with sense of ownership and responsibility
 - **Cares about Customer and Office**
 - **Teamwork** with us to become the best columbaria manufacturer.

DUTIES AND RESPONSIBILITIES: include the following (other duties may be assigned)

- Learn extensively about Eickhof's and competitors' products
- Become proficient in our CRM program, Maximizer
- Daily cold calling to prospects within identified markets to generate leads for Sales Team.
- Deliver all necessary reports required by Management on time.
- Achieve and consistently exceed monthly goals- strong work ethic and tenacity are key!
- Working with Sales & Marketing Manager, coordinate tasks and sales tactics
- Be punctual and reliable
- Maintain a pleasant and professional disposition
- Interact professionally with all levels of staff.

About Eickhof Columbaria Inc.

Eickhof Columbaria has spent over 35 years developing a better way to engineer, design, and fabricate columbaria. Columbaria are above ground granite structures for the final resting place of cremated remains. We have an attitude that fosters a company culture of constant improvement and that attitude, along with our experience is the reason we have columbaria in nearly all 50 states. They're installed at churches, cemeteries, higher learning institutions, retirement communities, homesteads, and Buddhist temples.

To apply please send a cover letter and resume (specific to this position at Eickhof) in PDF format to ronny@eickhofcolumbaria.com