**Job Title:** **District Inside Sales Associate** **Status:** **Full Time**

Airgas, Inc. (NYSE: ARG), through its subsidiaries, is the largest U.S. distributor of industrial, medical, and specialty gases and related hardgoods, such as welding supplies. Airgas is also the third-largest U.S. distributor of safety products, the largest U.S. producer of nitrous oxide and dry ice, the largest liquid carbon dioxide producer in the Southeast, and a leading distributor of process chemicals, refrigerants and ammonia products.

**RED-D-ARC** (an Airgas company) is the largest provider of welding and welding-related rental products and services in North America, with over 60,000 units in our fleet. Red-D-Arc currently offers rental welding-equipment through over 60 service centers in the United States, Canada, Mexico, the United Kingdom, Europe and the Middle East, as well as through Airgas construction Stores and dealer network that included the Caribbean, Puerto Rico, Trinidad, Kazakhstan and Australia.

**Job Profile**

Under the direction of the Vice President, the incumbent supports the overall sales effort of the assigned district including qualifying leads for sales, following up on orders, and proactively contacting customers via telephone to initiate prospects.

**We are looking for a District Inside Sales Associate who**:

- Manages an inside sales territory of one region
- Develops campaigns and promotions with District Manager for direct sales calls.
- Qualifies leads from 3rd party sources (Web, Airgas, Associations, etc).
- Makes proactive calls to customers to sell the RDA rental program and inputs details of the call into CRM.
- Provides assistance in updating CRM for outside sales as required.
- Manages eBay and other web based accounts for the District.
- Produces quotations and presentations for Inside Sales Territory.
- Manages rental agreements, used equipment selections, and delivery schedules.
- Assists in follow-up, quotations, and presentations for outside sales team as required.
- Provides customer service to all accounts.
- Communicates needed follow up with outside sales staff.
- Provides timely follow-up to customer requests.
- Communicates with local Branch Managers on daily activity with customers in District.
- Performs other related duties as required.

**Qualifications:**

- Post secondary education equivalent to a Diploma in Business Management or equivalent.
- Two years of Sales/Marketing training or experience.
- Greater than one year but up to two years of industrial sales/inside sales.
- Bilingual in French and English preferred.
- Familiarity with CRM or similar sales based application an asset.
- Sales experience in either an industrial equipment rental or a welding equipment sales or rental environment (ideally construction, fabrication, and/or manufacturing sectors) an asset.
- Working knowledge of positioning equipment, welding applications and equipment an asset.

**Skills**

- Must have excellent technical knowledge as well as strong interpersonal and management skills.
- Requires high-quality presentation and negotiating skills.
- Ability to work with a wide variety of people with different personalities and backgrounds.
- Computer skills to produce effective spreadsheets, reports, documents and presentations, as required. Knowledge of MS Office applications.
- Adaptable to set and prioritize work with varying exceptions.
- Communicates with clarity, verbally in one on one or group situations, and over the telephone.
- Communicates well in writing by composing clear documents.

Please apply, in confidence, via email to Employment@Red-d-Arc.com or via fax to 1-905-963-7817, referencing the position in the subject line.

Red-D-Arc would like to thank all candidates for their application; however only those selected for an interview will be contacted.