



Come work as a Sales Coordinator at a growing company that offers great benefits with opportunities to advance and learn alongside accomplished business leaders ... Become a part of our team!

Get to Know Us

Flux Power develops advanced lithium-ion batteries for industrial uses. Flux Power solutions utilize its proprietary battery management system (BMS) and in-house engineering and product design. Flux Power batteries deliver improved performance, extended cycle life and lower total cost of ownership than legacy lead-acid solutions. Flux Power sells primarily to equipment OEMs, their dealers and battery distributors. Current products include advanced battery packs for motive power in forklift equipment, stationary power for solar storage, and airport ground support markets.

About the Role

We are looking for an enthusiastic and well-organized Sales Coordinator to provide the necessary support to the field sales team. The successful candidate will be an expert at setting appointments, keeping schedules, and providing feedback, documentation, and information. In addition, you will respond to information request and quotes that come through the website. The goal is to facilitate the team's activities to maximize their performance and growth of the company.

What you Will be Doing

- Follow-up on assigned leads in CRM
- Contact leads via phone & email, provide a brief introduction to Flux Power and lithium-ion batteries used in Material Handling equipment (forklifts)
- Answer questions and collect feedback
- Schedule sales appointments for Regional Sales Managers
- Update CRM records
- Respond to request for information
- Review incoming leads and RFQs.

What you Will Need

- Familiarity with MS Office, Outlook, CRM (HubSpot)
- Excellent communication skills (especially verbal)
- Friendly and outgoing
- Determined and persistent
- Experience with overcoming objections
- Organized
- Inside sales experience is preferred



Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

What Can We Offer You for All Your Hard Work?

Benefits

- Medical, dental and vision insurance options
- 401K Plan with company match
- Life Insurance
- Paid Time Off
- Paid Holidays

COVID-19 Precaution(s)

- Remote interview process
- Personal protective equipment provided or required
- Temperature screenings
- Social distancing guidelines in place
- Virtual meetings
- Sanitizing, disinfecting, and cleaning procedures in place

We are committed to a safe, drug-free workplace by performing pre-employment background checks and substance testing.

Please review our career page at <https://www.fluxpower.com/flux-careers>

****Flux Power is proud to be an equal opportunity employer committed to providing employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age or disability, or any other class protected by Federal, State or local laws. Flux Power complies with all employment eligibility verification requirements of the Immigration and Nationality Act and all must have the authorization to work in the US.*