

Inside Sales & Project Manager

Full Time Position // Morrisville, Raleigh, North Carolina (USA)

“Ideas that Move” is the company motto here at Barbaric, and we need your ideas to help us continue our rapid growth in North America. Barbaric is a mid-sized family-owned company located in Austria that has been in business for close to 30 years. Barbaric specializes in manual and automated material handling equipment utilizing vacuum technology. If you are interested in working for a modern, innovative, and technology forward organization with a small company feel then Barbaric North America is the right fit for you.

As an **Inside Sales & Project Manager** you will provide sales support, technical assistance, and project execution for the Automatic Systems product line in support of Barbaric’s sales strategies and objectives. You will work very closely with Barbaric’s engineering, sales staff, customers, and dealer partners through the entire sales process: pre-sale (quotations & technical support), order processing, and post-sale support (installation, start-up, troubleshooting, etc.).

You will:

- Develop and maintain knowledge and expertise on all products within our Automatic Systems product line.
- Provide technical and application support for our products to end-customers, dealers, and Barbaric associates via inbound calls and emails.
- Review customer specifications, requests for quote, drawings, and other customer documents to develop and prepare quotations for customers.
- Schedule equipment installations, commissioning & training, and service visits as needed.
- Oversee large project orders and installations. Observes and listens to all aspects of each project and filters out what is important
- Set deadlines, assign responsibilities, and monitor and summarize progress of projects
- Assist in spare parts identification and if necessary sourcing locally available components
- Coordinating & managing sea freight shipments from our parent company headquarters in Austria to the US, Canada and Mexico as needed.
- Track order progress to ensure product delivery and customer satisfaction, adjusting installation and/or delivery schedules when required.
- Utilize CRM and additional software tools to track, document and disseminate sales support activity.
- Some travel may be required at times to support business or training needs.

What we're looking for:

- Self-motivated and results-oriented, committed, and determined to achieve goals.
- Passionate about technology.
- Basic Mechanical and Electrical aptitude.
- Able to multitask, prioritize and manage time efficiently.
- Ability to work in a small team environment and perform various tasks which may, at times, be outside your normal job description.

Skills, Experience, and Educational Background:

- Bachelor's Degree preferably in related field or equivalent work experience
- 2-3 years of experience in technical applications, sales/support, & project management.
- Excellent English skills: verbal and written.
- Proficiency with Microsoft Office: Word, Excel, PowerPoint, SharePoint, etc.
- Customer service centric with strong communication skills.
- Ability to work effectively in a fast-paced and small team environment.
- German language fluency is a plus

Benefits:

- 401(k) matching
 - Dental insurance
 - Health insurance
 - Life insurance
 - Paid time off
 - Vision insurance
 - Schedule:
- Pay: From \$60,000.00 per year
or higher if agreed upon during application interview based on higher qualification

You can find further information about our company on www.barbaric.at.

We're looking forward to your application to jobs@barbaric.at
Barbaric North America Inc., HR Coordinator: Tanja Tomek