

Job title:	Sales Support Specialist
Department:	NI Maritime
Location:	Fort Lauderdale
FLSA:	Non-Exempt
Reports To:	VP Maritime Sales

JOB DESCRIPTION

Job purpose:

We are looking for an organized, efficient Sales Support Specialist to be responsible for administrative duties and assisting the sales department in gaining and keeping customers. This role will primarily focus on large volume order entry with customer interaction. Candidates should be very detail orientated, capable of accurately and proficiently entering orders, adept at problem solving and open to learning and growing their skills through involvement in a wide variety of areas. Proficiency in Word, Excel, CRM, Outlook, and other general Microsoft Office Suite applications is required.

Should be a self-starter that can be relied upon to perform job duties with minimum to no supervision. Should demonstrate excellent interpersonal, communication, and customer service skills, and be familiar with standard concepts, practices, and procedures within the communications industry.

The position offers a great opportunity for motivated individuals to build a strong foundation for advancement and growth within an expanding company.

Duties and responsibilities:

Daily responsibilities will include, but are not limited to:

- Support the Sales Team by assisting with the Quote to Cash life cycle; work with purchasing for products, activations for airtime, engineering for technical, quote creation, processing orders and collections
- Manage all aspects of the sales order entry process including timely and accurate entry of orders into our internal system.
- Establishes order priority based on customer expectations and production requirements
- Continue to monitor orders and expedite where necessary to meet requested delivery dates

- Providing valuable backup to outside sales team when they are away from the office.
- Assist with problems for customer orders, customer accounts and other related issues
- Phone support for new/existing clients that do not have a dedicated sales rep
- Follow-up on sales leads and direct to appropriate member of sales team

Qualifications:

The successful Sales Support Specialist will have:

- Excellent interpersonal, communication, and sales/customer service skills
- Strong analytical, organizational, and time management skills.
- Ability to work in a fast-paced, deadline driven team environment
- Has a superior attention to detail and accuracy
- Ability to effectively prioritize and execute tasks in a high-pressure environment
- Ability to pay strong attention to detail
- Computer literacy and typing skills.
- Proficient in computer software systems including MS Office and Dynamics CRM
- Ability to adapt to changes and absorb new ideas and concepts quickly
- Previous experience in a customer (internal and/or external) support role.
- At a minimum, some form of higher education; or equivalent business experience.
- A positive attitude and be able to work independently and collaboratively in a team.
- Willingness to embrace and live the core values of Network Innovation

Direct reports:

None

Working conditions:

This position operates in a professional office environment during normal business hours 8-5, M-F schedule. There may be times when the employee is required to work outside of normal business hours.

Physical requirements:

Standard Office requirements

Disclaimer Statement: This job description lists the essential functions of the position and is not intended to include every job duty and responsibility specific to a position. An employee may be required to perform other related duties not listed above provided that such duties are characteristic of that classification.