

**CRANE PAYMENT SOLUTIONS**  
**JOB DESCRIPTION**

**JOB TITLE:** Inside Sales Representative, Crane Payment Solutions

**LOCATION:** Salem, NH

**CRANE CO. BACKGROUND**

Crane Co. is a diversified manufacturer of highly engineered industrial products. Founded in 1855, Crane provides products and solutions to customers in the aerospace, electronics, hydrocarbon processing, petrochemical, chemical, power generation, automated merchandising, transportation and other markets. The Company has five business segments: Aerospace & Electronics, Fluid Handling, Engineered Materials, Merchandising Systems and Controls. Crane has approximately 11,000 employees in North America, South America, Europe, Asia and Australia. Crane Co. is traded on the New York Stock Exchange (NYSE:CR).

**CRANE PAYMENT SOLUTIONS SUMMARY**

Crane Payment Solutions is a business group within the Crane Merchandising Systems division under Crane Co. Crane Payment Solutions delivers a full suite of automated money handling systems, including bill and coin validators, bill and coin recyclers, and coin dispensing equipment aimed at the gaming, amusement, retail, self-service, transportation and vending markets. Crane Payment Solutions now offers the widest range of components for integrated payment systems available today. Crane Payment Solutions is a global business with engineering and manufacturing sites in Toronto, Canada, Salem, NH, US, Buxtehude, Germany, and Manchester, England. Additional engineering site is located in Kiev, Ukraine. The business has customers in all geographic regions with sales generated primarily through a global direct sales force.

**POSITION SUMMARY**

This position reports directly to Business Development Manager and is responsible for performing proactive outbound sales call in a business to business scenario calling the top quick serve restaurant franchise owners. This person will also have secondary responsibility for inbound customer calls and trade show lead follow-up. The ideal candidate must have a successful track record, including cold-calling experience and be highly energetic and self motivated.

**JOB REQUIREMENTS**

- A Bachelors Degree and 2+ years experience or a combination of schooling and equivalent experience.
- A successful track record with telephone-based sales.
- A self-motivated attitude with the personal discipline to drive sales to closure.
- Superb phone skills with the ability to efficiently handle a high volume of calls.
- Excellent verbal and written communication skills.
- The ability to be a detail-oriented team player with a strong work ethic.
- Excellent multi-tasking skills. Prioritizing and performing a variety of concurrent tasks with minimal direction.
- Takes initiative to ensure the customer or prospect has a positive experience.
- Computer literate in Microsoft Office.