

Sales & Marketing Analyst, Burr Ridge, ILL

Job ID: 1101246

Candidate must be willing to start by November 7, 2011

With annual sales over \$10 billion, Praxair, Inc. is a global, Fortune 300 company that supplies atmospheric, process and specialty gases, high performance coatings, and related services and technologies. Praxair's North American Industrial Gases Business Unit is currently seeking a Leads Analyst in our Burr Ridge, IL location.

Job Description

As a member of the Marketing Group in Praxair's largest business unit, you will be tasked with identifying and qualifying potential sales leads. This position requires a combination of interpersonal and technical skills and will involve the following:

- Market research to identify, evaluate and/or prioritize sales leads;
- Outbound calling campaigns to identify and quantify the industrial gas needs of potential customers;
- Fielding incoming inquiries from prospective customers,
- Data analysis of existing and potential customers to identify trends and opportunities to increase sales, and Contributing ideas to the business' e-marketing initiatives.
- Close interaction with sales, business development, and marketing organization from the field to upper management is also part of the role.

Education: Bachelor's Degree required. Technical degree and/or minor concentration preferred.

Experience: 2 years of Technical/Industrial Sales experience.

Technical Skills: Microsoft Office required (Word, Excel, PowerPoint).

Soft Skills: Well spoken, personable, driven, self-motivated, follow through, customer focused, sense of urgency. The ideal candidate should be motivated and able to bring a project to completion once initiated.

The career path for this candidate would be into a full time sales role or into a broader marketing position within the company.

Seeking someone that is high energy with an outgoing personality that is technical, and able to work with individuals at all levels.

Must have excellent verbal and written communication skills. This is an inside sales position that could transition into a Sales Engineer role.

Relocation provided. Must be US Citizen or Permanent Resident

Apply directly: <https://praxair.taleo.net/careersection/2/moresearch.ftl?lang=en>