

Job Title: Inside Sales Representative

Location: Watertown, SD

Reporting to: Sales Leadership

Salary Range: Commensurate with experience

Job Summary:

South Forty Specialties is currently seeking a driven and customer-focused individual to join our team as an Inside Sales Representative. This role will work closely with our outside sales team while also taking ownership of project coordination from initial inquiry through completion.

The ideal candidate will be highly organized, responsive, and capable of managing multiple projects, quotes, and customer interactions at once. This position plays a key role in delivering a seamless customer experience while supporting sales growth across all South Forty divisions.

Qualifications & Skills:

- 2+ years of sales, customer service, or related experience (inside sales preferred)
- Strong communication and interpersonal skills
- Ability to manage multiple projects, quotes, and timelines simultaneously
- Detail-oriented with strong organizational skills
- Comfortable working in a fast-paced, team-oriented environment
- Problem-solving mindset with a focus on customer satisfaction
- Proficient with computers and ability to learn CRM and quoting systems

Job Duties:

- Work directly with customers to understand needs and provide product recommendations
- Prepare and manage price quotes across multiple product lines and divisions
- Coordinate with outside sales team to support leads, follow-ups, and closing opportunities
- Own project coordination from order through completion, ensuring accuracy and timelines are met
- Manage communication between customer, production, and internal teams to keep projects on track
- Maintain consistent communication with customers throughout the sales and fulfillment process
- Follow up on leads, quotes, and customer inquiries in a timely manner
- Assist in managing sales pipeline and tracking opportunities
- Provide support for showroom traffic and customer interactions when needed
- Maintain accurate records of customer interactions, quotes, and orders
- Support company initiatives, promotions, and sales efforts

Schedule:

- Full-time
- Monday - Friday, 8:00 AM - 5:00 PM | Occasional Saturdays as needed

About South Forty Specialties

South Forty Specialties is a new and exciting designer, manufacturer and retailer of furniture, equipment and creative products intended to bring your specialty spaces to life. We were born from a respect for our South Dakota roots, rustic rebel charm, and our passion to find fun in everyday life.

Here at South Forty, we offer exciting and rewarding opportunities for talented and creative people. If you have ambition, are willing to roll up your sleeves, and want to make an impact with your career, come and join our team. We strive to create a working environment where our employees feel valued, can work to their full potential, and where their achievements are celebrated. We believe the success of our business depends on the success of our people.

South Forty Specialties is an Equal Employment Opportunity (EEO)/Affirmative Action Employer and does not discriminate on the basis of age, race, color, religion, gender, sexual orientation, gender identity, gender expression, national origin, protected veteran status, disability or any other legally protected status.

Benefits:

- 401k with company match
- Health insurance
- Dental insurance
- Vision insurance
- Paid time off, holidays and birthdays off
- Open concept work and play environment with social, workout and relaxation space
- Product discounts and wellness incentives

