

**Updated June 19, 2023**

We are looking to fill an immediate opening for an organized and experienced Outside Sales Representative to initiate contact with clients and create tailored-fit proposals that will meet our customers' needs. The Outside Sales Representative's responsibilities include traveling assigned territories to directly meet with potential and current clients to discuss their requirements, provide product and service demonstrations, negotiate sales, and inform them of new product and service releases and updates.

To be successful in this position, you will be assertive, goal-driven, and have a massive desire for long term personal growth and income success. So if that's you, we have an amazing opportunity waiting!

## **Outside Sales Representative Responsibilities:**

- Identify and establish contact with potential customers
- Schedule and perform product demonstrations with potential customers
- Develop and maintain relationships with existing customers
- Attend industry trade shows to identify potential sales leads and make meaningful contact with existing customers
- Follow industry trends to identify new opportunities for potential sales
- Recommend marketing strategies to target a specific region or demographic
- Generate and submit sales reports to management

## **Outside Sales Representative Requirements:**

- Proven track record of outside sales experience preferred.
- Computer literate and is familiar with CRM software.
- Strong negotiating, planning, and consultative sales skills.
- Outstanding written and verbal communication skills.
- Excellent organizational and problem-solving skills.
- Strong interpersonal skills to build rapport with prospective and existing customers.
- Detail-oriented and has good time management skills to succeed in a fast-paced environment.

### **Job Type:**

- Fulltime – Compensation Salary plus Bonus/Commission
- 60%-70% Travel
- Home office Base if applicable