


Sales Representative

SealMaster - Cuyahoga Falls, OH 44223
Posted: 5/23/2019 - Expires: 7/23/2019

Job ID: 208400058

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Job Description

PRIMARY FUNCTION:

Obtain new business for assigned area of responsibility by establishing and maintaining effective contact with potential buyers.

TYPICAL DUTIES:

1. Identify viable leads and acquire new business to meet revenue goals.
2. Prepare and deliver sales presentations to prospective new clients and follow up with key decision makers to close all sales.
3. Consistently complete prospecting activities to establish initial and follow-up appointments with decision-makers.
4. Maintain a thorough knowledge of the Company's available services, lines of business, pricing structures and offer additional services to existing and potential customers as appropriate.
5. Build relationships and increase Company visibility through participation in trade shows, marketing events and other events, as necessary.
6. Perform additional assignments per supervisor's direction.

SKILLS, KNOWLEDGE, QUALIFICATIONS and EXPERIENCE

Educational and experience requirements include: High school diploma or equivalent with background training and experience in outside sales or a face-to-face role identifying and addressing customer needs. Excellent organizational, time management and recordkeeping skills. Effective verbal and written communication skills, and negotiation skills essential. Must be a highly-motivated self-starter, goal driven with the ability to work independently. Must be a team player with a positive attitude.

COMMENTS:

Position highly visible to potential clients. Must possess capability to effectively make "cold calls" and understand the sales process with the ability to close sales.

Physical Requirements: Must be able to lift a minimum of 60 lbs consistently and be capable of, and comfortable with, utilizing hand tools.

Equal Opportunity Employer - Minorities/Females/Covered Veterans/Individuals with Disabilities

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Job Summary

Employment Type:
Employee Full Time

Job type:
Regular Employment

Skill Based Partner:
No

Education Level:
Attained Certificate of equivalency for a HS degree

Work Days:
Mon, Tue, Wed, Thu, Fri

Job Reference Code
N/A

Salary
N/A

Licenses / Certifications:
N/A

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