

JOB DESCRIPTION

JOB FUNCTION: Product sales, prospecting and closing new business
TITLE: Senior Sales Representative
REPORTS TO: VP of Sales & Business Development
INDUSTRY: Wholesale Distribution – Industrial Equipment
LOCATION: Northern Suburbs of Twin Cities
CONTACT: Email resumes to sales@allsafe.net
COMPENSATION: Base plus uncapped commission – First year \$70K to \$100K

SUMMARY

All Safe Global, Inc. is a highly profitable, rapidly growing company serving the compressed gas industry. The company is guided by the principles of performance, value-creation and customer satisfaction. We are looking for driven sales professionals that know how to manage and grow an existing account base while prospecting for new business. Our Senior Sales Representatives are responsible for new business prospecting and existing account sales within their designated market and assigned product groups consisting of industrial compressed gas equipment. The primary objective for the role is to aggressively seek sales growth while making profitable sales and maintaining customer satisfaction. Core responsibilities include telephone cold calls, meetings, follow up calls, emails, generating sales quotes, interacting with internal sales operations staff, giving sales presentations, and answering customer inquiries. Industry knowledge a major plus.

DUTIES AND RESPONSIBILITIES

The Senior Sales Representative is responsible for all of the following duties which are performed personally:

- Respond to incoming sales inquiries
- Identify and contact new prospective customers
- Meet prospecting and sales goals
- Maintain regular contact with existing customers to maintain good relationships and grow accounts
- Generate sales quotes
- Understanding of main competition and sales strategies unique to business/customer type
- Maintain working knowledge of product lines
- Negotiation of final sale price of product (discounts and additions) within company guidelines
- Maintain detailed records of sales efforts in CRM software
- Other duties may be assigned

QUALIFICATIONS & REQUIREMENTS

To perform this job successfully an individual must be able to excel at each duty outlined above and have the following knowledge, skills, ability and background:

General Requirements

- Self-starter with the ability to work independently in a dynamic, fast-paced environment
- Excellent time-management and phone skills
- Strong written and verbal communication skills
- Strong email and computer skills
- Stable and successful career background
- Strong and ethical performance history
- Coachable and competitive spirit
- Ability to earn client trust with outgoing personality and strong interpersonal skills
- Desire and dedication for a long term professional career
- Willingness to travel occasionally (1 to 3 times per year, limited overnight travel if any)

Education and Experience

- Three or more years of experience in direct sales preferably in a prospecting role

- Experience with packaged gas, or industrial wholesale distribution is desirable but not required
- Experience with ACT (or other CRM tool), Outlook, and Excel desired
- Some post secondary education desirable

Language and Communication Skills

- Ability to read and interpret customer communications, sales reports, and common documents;
- Ability to respond to inquiries or complaints from customers, or members of the business community;
- Ability to develop sales presentations via phone or in person that conform to prescribed style and format. Ability to effectively present information to customers, top management and peers.

Reasoning Ability & Mathematical Skills

Ability to apply general scientific and business mathematical techniques for conveying product knowledge and pricing negotiation. Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of instructions.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

- While performing the duties of this job the employee is regularly required to sit, talk and hear.
- The employee must occasionally lift and/or move up to 50 pounds.
- The employee is required to use hands to type, handle, or feel objects, tools and computer controls.
- Specific vision abilities required by this job include close vision and distance vision.