

Outside Sales Representative 1

Job summary

We are looking for an [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) that develops relationships and provides a consultative role. The [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) achieves maximum sales profitability, growth, and account penetration within an assigned territory and/or market segment by effectively selling the company's products and/or related services.

Responsibilities

Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach.
Demonstrates products and services to existing/potential customers and assists them in selecting those best suited to their needs.

Establishes, develops, and maintains business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the organization's products/services.

Makes telephone calls and in-person visits and presentations to existing and prospective customers.

Researches/sources for developing prospective customers and for information to determine their potential.

Develops clear and effective written proposals/quotations for current and prospective customers.

Expedites the resolution of customer problems and complaints.

Coordinates sales efforts with marketing, sales management, accounting, logistics, and technical service groups.

Analyzes the territory/market's potential and determines the value of existing and prospective customer's value to the organization.

Creates and manages a customer value plan for existing customers highlighting profile, share, and value opportunities.

Identifies advantages and compares the organization's products/services.

Plans and organizes personal sales strategy by maximizing the Return on Time Investment for the territory/segment.

Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

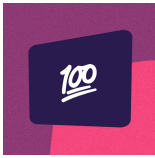
Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising, and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.

Participates in trade shows and conventions.

Other duties as assigned.

Requirements

A Bachelor's degree.



A valid driver's license.

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the public. Ability to work with mathematical concepts such as probability and statistical inference, and fundamentals of plane and solid geometry and trigonometry. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form. To perform this job successfully, an individual should know about Contact Management systems; Database software; Design software; Internet software; Inventory software; Spreadsheet software, and Word Processing software.

Outside Sales Representative 2

Job summary

The [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) is responsible for numerous customer service-related duties that include but are not limited to calling on customers in assigned territory, building relationships with new and established customers, demonstrating products and/or services for customers, providing quotes and referring orders to inside sales managers and following leads on market trends as well as competitors' products and pricing.

Responsibilities

Selling organization's products and/or services

Interacting with customers daily

Maintaining current customer relationships as well as developing new ones

Learning a broad range of knowledge related to the galvanizing process as well as metal fabrication practices

Providing quotes to customers

Updating customers on order status and completion

Providing the corporate staff with all necessary information about customer account setup and maintenance

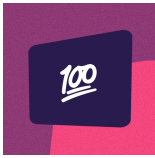
Tracking sales and all on-site materials, both company stock and customer materials

Answering and resolving questions and problems as they arise

Requirements

2+ years previous experience in outside sales, preferably manufacturing setting

Associated degree minimum, Bachelor's degree in business preferred



Must have a valid driver's license

Must possess a working knowledge of Microsoft Office applications including Word, Excel, PowerPoint, and Outlook

Must possess superior problem-solving, analytical, negotiation, and communication skills

Ability to multitask and stay focused in a fast-paced work environment

Ability to travel and call on customers weekly in assigned territory

Ability to occasionally move/lift smaller items weighing up to 25 lbs.

Outside Sales Representative 3

Job summary

The [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) will provide day-to-day sales-related support for our multi-million-dollar business. Successful Outside Sales Representatives are entrepreneurs at their core, business professionals with integrity, and have the capacity to effectively grow and manage a customer base.

Responsibilities

Create relationships with repair vendors, suppliers, and operators.

Present proposals in support of customer exchange, sale, and lease requirements.

Identify strategic partners for forward stocking of inventory in support of operations.

Provide creative revenue-generating solutions to customers.

Settle discrepancies with customers in a professional and timely manner.

Negotiate prices with customers.

Identify market trends to anticipate areas of opportunity.

Maximize sales and margin results.

Attend domestic and international trade shows, conferences, and seminars.

Requirements

Bachelor's degree

Ability to effectively communicate business opportunities

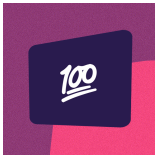
Ability to cultivate strong relationships and communicate effectively via email and telephone

Ability to function independently

Highly organized and able to thrive in a fast-paced environment

Domestic and international travel may be required for this position

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Job summary

The [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) is responsible for superior customer service, execution of territory programs, and calls on strategic segments – restaurants, Hospitality, Healthcare, Universities, casinos, etc.

Responsibilities

Superior customer service

Display a “passion to win” by always operating with a positive can-do attitude and being a team player

Execute initiatives against the very important sales strategy of Maintenance Agreements

Help develop programs, promotions, and incentives to drive incremental revenue

Understand how to analyze data to leverage and influence customers to support your products, programs, etc.

Work closely and strategically with the Inside Sales team

Clearly explain services and prices

Continued review of competitive environment

Requirements

Strong communicator/executor

Must be well-spoken and write well

Must have excellent follow-up

Must exercise good judgment in business situations

Self-starter with a strong work ethic

Highly motivated and goal-oriented

Competent in all Microsoft applications: Excel, Word, PowerPoint, etc

Outside Sales Representative 5

Job summary

Seeking an [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) with extensive experience.

Responsibilities

Develop and maintain new & existing client base within your territory

Regularly pitch new customers through phone/email prospecting, booking external appointments, and/or virtual presentations



Prepare proposals, presentations, and lookbooks, along with other administrative duties

Attend occasional sales team meetings via phone or Zoom

Regularly produce accurate updates on prospecting activity, sales performance, outside appointments, and event recaps

Requirements

Bachelor's degree or equivalent experience required

Enthusiastic, organized, and knowledgeable

Expert at professional relationships

Experience in golf apparel, accessories, and headwear sales

Existing local golf network affiliation

Need to have outstanding customer service and interpersonal communication skills

Ability to work independently, self-direction is a must

Outside Sales Representative 6

Job summary

We are currently seeking a proven [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) to fill an immediate need with expanding market opportunities.

Responsibilities

Develop and maintain relationships with an assigned customer base, including key accounts, ensuring their satisfaction with our products and services always

Develop and maintain vendor relationships

Monitor sales trends and product performance results

Continually enhance sales skills and product knowledge to promote a professional image in the field

Work with other branch personnel to ensure great customer service from the order to the delivery and beyond

Requirements

A Bachelor's degree is preferred for this position, but comparable industry knowledge and experience would also be considered. A successful Outside Sales associate will be goal-oriented, self-motivated, and able to meet deadlines, build relationships and enjoy a team atmosphere

2-5+ years of Sales experience is required

A strong sales presence



Problem-solving, leadership, and listening skills

Product and vendor knowledge (or the ability to quickly learn it)

Excellent communication, time management and organizational skill

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Job summary

We are seeking an [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) to join our team! You will work closely with a team of Key Account Sales Specialists and the Regional Sales Managers. You will plan and conduct outbound calling and/or correspondence to targeted prospects and clients, prepare, send, and follow up on maintenance renewal quotes, and assist Field and Telesales teams to effectively drive business in the region. A big part of this role is to capture revenue/close sales and meet revenue goals.

Responsibilities

- Work closely with the sales team to align daily activities and practices to effectively meet assigned business objectives and quotas in a strategic approach
- Lead qualification, quote generation, pricing justification, post-sale nurturing, sales reporting, bid searches, and standing order renewals
- Communicate effectively over the phone, in writing, and in person within the context of a highly-professional, technical/clinical, consultative inside sales environment. Interprets messages and responds appropriately and promptly.
- Ability to identify critical actions and adjust priorities as necessary.
- Document and track all leads, contacts, opportunities, and activity history consistently and by best practices within the Salesforce.com
- Conduct planning and research using a variety of databases, the internet, and industry tools, demonstrating a clear understanding of client stakeholders and requirements and matching to the proposed solution
- Collaborate with the sales team on tactics to meet business objectives regarding opportunity development and closed business
- Negotiate and find effective solutions to questions, requests, and/or points of conflict with both clients and internal stakeholders with a focus on mutual benefit and lasting relationships
- Demonstrate technical capacity to understand sales tools (Web, database, CRM, Order Management, reports) and be able to effectively articulate technical and/or clinical information in an easily understood manner

Requirements

- Bachelors Degree
- 2+ years' professional work experience in sales



Strong analytical and customer service skills complimented by an aggressive and solutions-oriented track record in sales.

Excellent verbal and written communication skills with the ability to develop and execute innovative approaches to selling products and services.

Highly motivated with a winning attitude thrives in a team environment.

Ability to effectively manage time and prioritize responsibilities according to business requirements

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Job summary

The [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) develops new prospects and interacts with existing customers to increase sales by utilizing knowledge of core customers and product lines. Responsible for profitably growing sales to achieve yearly sales goals as a sales consultant for current core industries and emerging industries and markets; responsible for prospecting for new accounts, retaining existing accounts, and increasing opportunities with existing customers.

Responsibilities

Conducts on-site customer visits with new and existing customers. Manages sales volume with an existing group of customers, and prospects successfully to expand the customer base.

Forecasts, prospects, and bids for a new business to include customers, markets, and additional service opportunities.

Maintains existing and builds new customer partnerships. Develops and sustains sales relationships with key decision-makers and influencers on all levels of an organization.

Shares market and competitor information with all applicable channels within the organization; establishes relationships and working partnerships.

Partners with customers, vendors, Credit, and A/R to quickly resolve customer service issues.

Identifies customer product needs and coordinates execution of orders.

May conduct negotiations with suppliers, vendors, and manufacturers.

Assists in training or mentoring associates.

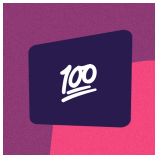
Requirements

Must be a minimum of 18 years of age or older

Must pass pre-employment assessment(s) if applicable

Typically requires BS/BA in a related discipline.

Generally 2-5 years of experience in a related field; certification is required in some areas OR MS/MA and generally 2-4 years of experience in a related field. Certification is required in some areas.



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Job summary

We're looking for an [Outside Sales Representative](https://100hires.com/outside-sales-representative-job-description.html) who has a big knowledge and is comfortable in an in-home consultative environment.

Responsibilities

- Builds rapport with customers and determines their desired outcomes.
- Provides necessary recommendations to the customer that will resolve issues.
- Provides customers with a remarkable experience.

Requirements

- Knowledge of sales, marketing, and/or customer service principles and practices.
- Ability to understand, speak, read, and write in English.
- Skill in operating a personal computer and programs.
- Strong presentation skills.
- Knowledge of sales principles and practices.
- Associates or bachelor's degree preferred and 2+ years of sales, sales training, or sales management experience OR a combination of education and experience that illustrates a proven track record in this field.

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Job summary

We are looking for an Outside Sales Representative.

Responsibilities

- Initiate outbound efforts (call, text, email, LinkedIn) each day to prospects.
- Qualify prospects, gauge interest, and schedule sales calls.
- Respond promptly to all leads.
- Collaborate with the team on improving prospecting strategies.
- Identify & source information on prospective clients.
- Oversee demo requests and fulfillment.
- Participate in negotiations of contracts.



Requirements

Strong company culture fit.

Strong listening skills and excellent phone demeanor.

Technologically proficient; not necessarily an expert, but knowledgeable.

Being Familiar with cloud technology is a plus.

Excellent written and verbal communication.

Web-Cam enabled computer or laptop, Ability to receive inbound and make outbound phone calls via cell or internet (wired ethernet), in a quiet environment without interruptions.

CRM experience is a HUGE plus. Hubspot preferred.