

Job Description: Sales Rep - Exempt Reports To: Sales Manager

Date: 7/1/2018

Summary:

Selling of Commercial Park and Playground Equipment and supplies to public agencies and business establishments by performing the following duties.

Essential Duties and Responsibilities other duties may be assigned as needed

- Generate and qualify leads via phone and email; Schedule sales appointments and activities; Promote products/services to new and existing customers; Source and develop client referrals
- Visiting clients and potential clients to evaluate needs or promote products and services; Giving sales presentations to a range of prospective clients; Perform cost-benefit and needs analysis of new and existing customers
- Prioritize and/or escalate client questions and concerns to increase client satisfaction; Maintain positive business and customer relationships to prolong customers lifetime value
- Close sales by means of excellent customer service and salesmanship; Develop strategies for more effective sales closing, share with team; Negotiate all contracts with prospective clients; Obtaining deposits and balance of payment from clients.
- Coordinating sales efforts with marketing programs and other Sales Reps.
- Track personal appointments; Provide status and sales reports; Meet or exceed sales goals; Continuously improve through feedback
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Shipping quotes and follow up; Proposals; Submittals; Ordering; Customer contact through order process;
- Review and produce Order Acknowledgements, Install Specs, and Engineered Drawings as needed.
- Compiles lists of prospective customers for use as sales leads, based on information from newspapers, business directories, industry ads, trade shows, Internet Web sites, and other sources.
- Quotes prices and credit terms and prepares sales contracts for orders obtained.
- Estimates date of delivery to customer, based on knowledge of own firm's production and delivery schedules.
- Prepares reports of business transactions and keeps expense accounts.
- Enters new customer data and other sales data for current customers into computer database.
- Investigates and resolves customer problems with deliveries.
- May be asked to attend trade shows.
- Understanding and promoting company programs.
- Coordination with Certified Installers.
- Filing, Ordering, Assembling of marketing materials as needed.
- Sending and Receiving mail, UPS, FedEx, and other freight as needed.
- Inventorying, managing, and reporting shortages of office supplies.

Competency

To perform the job successfully, an individual should demonstrate the following competencies:

Technical Skills - Assesses own strengths and weaknesses; Pursues training and development opportunities; Strives to continuously build knowledge and skills; Shares expertise with others.

Customer Service - Manages difficult or emotional customer situations; Responds promptly to customer needs; Solicits customer feedback to improve service; Responds to requests for service and assistance; Meets commitments.

Interpersonal - Focuses on solving conflict, not blaming; Maintains confidentiality; Listens to others without interrupting; Keeps emotions under control; Remains open to others' ideas and tries new things.

Oral Communication - Speaks clearly and persuasively in positive or negative situations; listens and gets clarification; Responds well to questions; Demonstrates group presentation skills; Participates in meetings.

Team Work - Balances team and individual responsibilities; Exhibits objectivity and openness to others' views; Gives and welcomes feedback; Contributes to building a positive team spirit; Puts success of team above own interests; Able to build morale and group commitments to goals and objectives; Supports everyone's efforts to succeed; Recognizes accomplishments of other team members.

Written Communication - Writes clearly and informatively; Edits work for spelling and grammar; Varies writing style to meet needs; Presents numerical data effectively; Able to read and interpret written information.

Quality Management - Looks for ways to improve and promote quality; Demonstrates accuracy and thoroughness.

Diversity - Shows respect and sensitivity for cultural differences; Promotes a harassment-free environment.

Ethics - Treats people with respect; Keeps commitments; Inspires the trust of others; Works with integrity and ethically; Upholds organizational values.

Organizational Support - Follows policies and procedures; Completes administrative tasks correctly and on time; Supports organization's goals and values; Benefits organization through outside activities; Supports affirmative action and respects diversity.

Attendance/Punctuality - Is consistently at work and on time; Ensures work responsibilities are covered when absent; Arrives at meetings and appointments on time.

Dependability - Follows instructions and responds to management direction; Takes responsibility for own actions; Keeps commitments; Completes tasks on time or notifies appropriate person with an alternate plan.

Initiative - Volunteers readily; Undertakes self-development activities; Seeks increased responsibilities; Looks for and takes advantage of opportunities; Asks for and offers help when needed.

Quality - Demonstrates accuracy and thoroughness; Looks for ways to improve and promote quality; Applies feedback to improve performance; Monitors own work to ensure quality.

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Language Ability

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 general public.

Math Ability

Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume. Ability to apply concepts of basic algebra and geometry.

Reasoning Ability

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.

Computer Skills

To perform this job successfully, an individual should have knowledge of Word, Excel, Outlook, and Adobe Acrobat; Inventory software; Internet software; Order processing systems and Database software.

Supervisory Responsibilities

This job has no supervisory responsibilities.

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The noise level in the work environment is usually moderate.

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. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The employee must regularly lift and /or move up to 10 pounds, frequently lift and/or move up to 25 pounds and occasionally lift and/or move up to 50 pounds. Specific vision abilities required by this job include Close vision, Distance vision and Depth perception. While performing the duties of this Job, the employee is regularly required to sit; use hands to finger, handle, or feel and talk or hear. The employee is frequently required to walk. The employee is occasionally required to stand; reach with hands and arms; climb or balance and stoop, kneel, crouch, or crawl.

The above job description is not intended to be an all-inclusive list of duties and standards of the position. Incumbents will follow any other instructions, and perform any other related duties, as assigned by their supervisor.

Employee Signature

Date

Supervisor Signature

Date