

Outside Sales Consultant 1

Contact: Human Resources

Apply Online at www.parkindustries.com

POSITION SUMMARY

The Outside Sales Consultant 1 is responsible for promoting Park Industries' products and services in the assigned territory, as well as developing and expanding existing and new accounts. The Outside Sales Consultant 1 designs and implements sales strategies, calls on customers, product presentation and provides follow-up services. The Outside Sales Consultant 1 supports company-wide efforts to increase sales volumes and profit margins.

ESSENTIAL FUNCTIONS

- Achieves sales goals each year.
- Counsels and advises management on market trends and competitive activity, such as sales techniques, product application, marketing initiatives, etc. encountered in the territory.
- Utilizes pertinent literature and other medium to remain up-to-date on trends and opportunities.
- Gives accurate input on annual and monthly sales projections.
- Meets other mutually set objectives throughout the business year.
- Closes sales or, if necessary, seeks input when deviating from standard policies or established costs.
- Ensures timely collection, resolution and communication in contract execution.
- Completes all paperwork as required in the sales process.
- Participates in trade shows, sales meetings or other special events.
- Consults with key customers on a regular basis.
- Works as a business partner in determining customer needs.
- Conducts sales calls, makes presentations, provides product support and performs other sales responsibilities as needed.
- "Mines" territory in order to identify potential new customers.
- Develops and maintains listing of key accounts.
- Performs other work-related duties as assigned.

QUALIFICATIONS

- Three to five years outside sales experience required.
- Bachelor's degree in related field preferred.

SPECIAL CONSIDERATIONS

- Up to 50% travel required throughout territory and to trade shows and other business-related events.

TRAINING

- Must have experience creating presentations, developing spreadsheets and constructing memos/E-Mails using Microsoft Office Suite (Word, Access, Excel and PowerPoint).
- Must be able to organize files, directories, and subdirectories.
- Must be comfortable with internet navigation.
- Utilizes JDE / Maximizer to maintain files, records and other related customer activity.
- Will conduct all business transactions in a manner that upholds the highest ethical standards.