

Sales Representative Job Description

Job Title: Sales Representative – Fire Apparatus

Reports To: Vice President

Department: Sales

Position Type: Salary/Exempt

Summary: Responsible for supporting the company's sales goals through professional sales techniques and good customer service, maintaining quality relations with existing accounts, and providing sales and marketing coverage by performing the following duties.

Essential Duties and Responsibilities include the following.

1. Develops maximum sales potential out of assigned territory through competitive sales techniques and knowledge of the company's products and services as well as the competition's strengths/weaknesses.
2. Builds and maintains quality relations with existing assigned accounts and increases account base and volume of sales on a consistent basis.
3. Contacts customers via telephone, correspondence, or in person by traveling as frequently as necessary to meet and surpass profitable sales goals for the company.
4. Accompanies customers on all factory inspections or pre-construction meetings.
5. Utilizes company leads to expand current customer base and follows up all leads promptly.
6. Creates customized proposals to meet specific customer requirements in an efficient manner.
7. Conducts delivery of completed apparatus, including customer in-service training.
8. Promotes and presents professional image

Other Duties and Responsibilities

1. Maintains updated, organized files on all accounts in assigned territory.
2. Completes and submits sales reports each week on account activity, outstanding proposals, proposals secured, and proposals lost with complete documentation.
3. Provides information and/or follows up on customer as requested.
4. Attend meeting, sales events/trade shows and trainings to keep abreast of the latest developments.
5. Reevaluates work on an ongoing basis to increase market share.
6. Stays abreast of market conditions regarding products, product updates, service offerings and new technologies.
7. Improves upon existing marketing strategies and adjusts as needed to increase product awareness and market share.

Sales Representative Job Description

Skills and Requirements:

High Language Skills	Professionalism
Customer Relations	Presentation
Customer Service	Time Management
Diplomacy	Closing Technique
Intermediate Math Skills	Basic Computer Literacy
Must be able to work nights and weekends	Travel in assigned territory will comprise 50% of work load
Negotiation Skills	

Assigned Territories:

Counties in New York

Warren, Hamilton, Fulton, Montgomery, Otsego, Schoharie, Sullivan, Orange, Putnam, Rockland, Westchester, Albany, Schenectady, Herkimer.

Counties in Massachusetts

Berkshire

Counties in Vermont

Bennington and Windham

Education/Experience:

Minimum 1-2 years in similar position
Possess a high school diploma
Experience (volunteer or paid) in the fire service is preferred
Certification in EVT-1 Design and Performance of apparatus is helpful.

Certifications/Licenses:

Valid Drivers License - Must meet insurance underwriting requirements, Commercial Driver's License (Class B) is helpful

Inquires:

All interested parties are encouraged to submit resumes or inquiries to nate@vrs-sales.com with "Fire Apparatus Sale Representative" in the subject line.

V.R.S. Sales Ltd. Is an equal opportunity employer.