



UNDERCAR PLUS

JOB DESCRIPTION

Title:
Department

Sales Representative
Sales

Summary

We are seeking a results-driven sales representative to actively pursue and secure customer prospects. Provide complete and applicable solutions for every customer to achieve revenue growth, and profitability.

Responsibilities

- Present, promote and sell products, specials, and services
- Explain cost-benefit , needs and services
- Promote and participate in events and operations. Example, training clinics...
- Establish ,develop and maintain customer relationships
- Establish stocking customers
- Field work with vendor representatives
- Cold calling potential prospects
- Prompt resolution of customer problems and complaints
- Establish short and long term sales goals
- Coordinate sales effort with team members and other departments
- Collections when asked to do so
- Analyze the market's potential, track competition's behavior
- Document sales calls
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

Requirements

- 4 years' experience as a sales representative
- Knowledge of MS Office, usage of tablet
- Professional appearance
- Highly motivated and goal driven track record in sales
- Excellent selling, communication and negotiation skills
- Prioritizing, time management and organizational skills
- Relationship management skills and openness to feedback