

*Columbia
Basin*



*When clean counts,
Nothing takes it off like
a Hotsy!*

1225 S. 10th Avenue Pasco, WA 99301 509-547-2323 www.cbhotsy.com

JOB DESCRIPTION

JOB TITLE: Outside Sales Representative / Consultant

REPORTS TO: Administrator / Office Manager

COMPENSATION: Base plus Commission with Incentives

DESCRIPTION:

Are you looking for a position that pays you for your hard work? Are you confident and secure with your own sales abilities? We are currently seeking an Exceptional Outside Sales Representative to join our team. Our ideal candidate has a charismatic personality, and is a confident, motivated self-starter with the ability to set and accomplish goals. We are looking for a road warrior with a passion for sales! Must be computer literate and proficient in software programs such as Quickbooks, Microsoft Office and ACT (or other CRM software). Bi-lingual (Spanish) is a plus.

DUTIES AND RESPONSIBILITIES:

The primary responsibilities for this position are selling, marketing, promoting and demonstrating products. You will also be responsible for increasing business by generating sales to new customers and by selling additional products to existing customers.

- Contact new and existing customers to discuss their needs, and to explain how these needs can be met with our products
- Maintain consistent follow-up with current and potential clients
- Establishing & building rapport with companies that may not be familiar with our product lines
- Acquire in-depth knowledge of products and industry
- Attend product training as required
- Maintain customer database
- Entering customer orders in an accurate and timely fashion
- Performing research as needed to increase potential customer base

QUALIFICATIONS:

To be successful in this position, you must be customer-oriented and possess excellent communication, organizational and problem-solving skills, with the ability to prioritize and manage multiple tasks and deadlines. You must have strong sales and closing techniques, as well as being a consultative seller. Product and application knowledge is crucial in this industry, so you must be willing and motivated to learn all aspects of the product line. Mechanical aptitude is a must! Proven track record of sales ability is required.

SUMMARY:

This is an Outside Sales Position – we seek an individual who is confident in their own sales abilities and has a drive to succeed; someone who is passionate about assisting customers in making a purchasing decision, and knows how to close a deal. We're looking for a team-player who also has the abilities to work independently, and who has a drive to produce sales! We offer an attractive compensation package with bonus and incentives, as well as all the tools you need to succeed.

Interested? Please email resume to joann@cbhotsy.com