

Chesapeake

OUTSIDE SALES POSITION AVAILABLE

Job Purpose / Performance Outputs:

Sale and promote industrial, marine and off-highway products, parts and service in assigned territory.

Essential Functions Performed: (Other functions/tasks may be required besides those listed)

- Develops customer sales base within assigned area of responsibility.
- Assists management in establishing territory sales goals and meet or exceed goals for sales, margin, etc.
- Develops and implements a marketing plan for assigned territory.
- Promotes all phases of the company, including products, parts, technical support and service.
- Maintains rapport and effective communications with customers, vendors, and company personnel
- Maintains up to date knowledge of all assigned products and services and effectively communicates this information to customers and company personnel.
- Negotiates competitive vendor pricing to meet market conditions.
- Provides required reports and information to management (call reports, mileage, and expense reports, etc.)
- Attends vendor and company training events, meetings, and trade shows, etc.

Core Job Competencies (skills, knowledge, abilities) Required:(Others may be required)

- Communication skills, both verbal and written
- Relationship building / interpersonal skills.
- Planning and organization skills, including effective time management
- Knowledge of company products, warranties and service
- Knowledge of company policies and procedures for sales discounts, product purchases, cost reporting, etc.
- Integrity (ability to maintain moral / ethical organization and social norms of one's own behavior)
- Judgement (ability to provide sound decisions based upon logical assumptions, facts and inputs from others)
- Sales ability / negotiations (uses appropriate interpersonal styles and communication to gain agreement, **acceptance** or commitment from various parties inside and outside the organization)

Minimum Education Level, Type, Certification:

High School diploma or equivalent

Specific Experience - Amount and Type:

Two years minimum territorial sales experience with industrial, marine or off-highway products and services

JOB CONDITIONS / REQUIREMENTS - Hours, Travel, Physical, Tools, etc:

Moderate to high overnight travel, Valid driver's license, must have vehicle and insurability