

## **SALES SPECIALIST**

At Kraftwerks, Inc., we are the trusted provider of storage and material handling solutions throughout Western New York. We provide solutions to help companies solve their biggest workspace and productivity challenges through turnkey services from design/build to project management, installation and maintenance. Some product solutions include storage systems such as shelving/racking, mezzanines, mobile aisle, modular offices, automated storage/retrieval systems, as well as materials handling carts and conveyor systems. Typically, these products are used in manufacturing, assembly, and warehouse distribution markets. We cross virtually all markets including aerospace, pharmaceutical, transportation, and food production, to name a few. Currently we are seeking a "Sales Specialist" for equipment sales and services in the Rochester, NY area.

### Primary Responsibilities

- Sales prospecting
- Quoting and closing business opportunities
- Marketing and business development

### Essential Functions

- Manage and develop sales opportunities provided from one's own prospecting, manufacturer's leads, construction report leads, and internal marketing efforts, utilizing company's integrated CRM software
- Travel throughout assigned territory to develop prospective customers and continue to grow existing customers with all forms of communication
- Evaluate space and productivity savings for various storage/materials handling systems
- Provide basic layout designs for storage systems
- Prepare and present quotations and prepare sales contract for orders obtained
- Prepare reports of business transactions and keep expense accounts
- Develop and maintain relationships with valued customers and vendors
- Investigate and resolve customer problems including deliveries with an appropriate level of urgency
- Represent the company in a professional manner

### Requirements

- Proven track record in sales
- Ability to conceptualize systems and effectively communicate cost saving solutions to obtain a competitive advantage
- Excellent prospecting techniques
- Polished presentation, proposal generation, and listening skills
- Strong presentation and organizational skills
- Computer literacy and fluent in the use of Microsoft Office Suite and CRM software

- Ideal candidate will have experience in the industrial sales or material handling industry, but it is not required

Kraftwerks offers a competitive compensation and benefits package, including medical, dental prescription, vision, holiday, vacation, 401K, and Life. We offer a wealth of opportunity for individuals with a desire to make a difference in providing industry leading service.

Visit our website at: <https://www.kraftwerks.net>

Posted Date: 9-1-18  
Company: Kraftwerks, Inc.  
Type: Full Time  
Salary: \$60,000 + commission  
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