

OUTSIDE SALES REPRESENTATIVE – BUFFALO, NEW YORK

An established space and storage systems design/sales/service company headquartered in the Western New York area, offering sales and services to a variety of customers in Buffalo, NY is seeking a full-time, high energy sales professional. We offer competitive compensation and commission. We offer an entrepreneurial environment that is team centered, customer driven, quality focused, and growth oriented. This position gives you access to challenging opportunities. We offer a wide and varied product line that allows you greater customer access and ability to stretch your creativity, develop real solutions to customer problems, and reach a range of customers and markets.

General Summary:

The outside sales representative is responsible for sales and promotion of several different brands and types of products in defined markets and defined geographic territories. The successful sales representative will be a skilled and experienced hunter who excels in a competitive environment devoting 70% of their time to prospecting new business contacts. Solution/product/service presentations will require your ability to call on and include end users, business teams, engineers, facilities managers, and upper management, as well as business owners. Effective listening and communication skills are imperative and vital to learning the problems, and customer concerns as well as having the ability to create a positive relationship, solution, and outcome for the customer.

Principal Responsibilities:

- Solicitation of sales for products and services within a defined territory
- Selling products and services to a wide variety of businesses
- Work closely with service and sales manager to train, learn, and reach maximum growth in the market
- Achieve sales quotas and goals including cold calling 8+ accounts per day coupled with virtual presentations
- Manage territory and master the CRM program in order to create defined progress and sales success

Knowledge, Skills, and Abilities:

- Minimum two years outside sales experience; equipment sales a plus but not required
- BS/BA required
- Supply chain, logistics, warehouse, materials handling, or construction experience a plus, but not required
- Provide documented successful experience in capital equipment or other sales
- Strong, proven, successful experience with high-volume, in person cold calling; must possess networking skills
- Ability to meet training requirements for technical products, applications, and markets including travel for product training
- Must be insurable and have a valid US driver's license
- Strong computer skills and experience with common computer applications such as MS Office, CRM, Excel and software, as well as virtual platforms
- Ability to prepare and present products and services in a professional manner 'tailor fit' for the customer
- Must have a strong ability and drive to continually improve product knowledge, selling skills, and personal development
- Excellent written and verbal interpersonal communication, organizational, and administrative skills
- Ability to lift up to 50 pounds and walk three miles
- Hunter mentality; must like cold calling

Compensation: Salary \$60K plus commission; excellent benefits package. This sales position is for those with a strong work ethic and commitment to develop and service repeat clients. Must have desire to earn over \$100,000 within 12-18 months. Email your resume to: kraftwerks@kraftwerks.net