



## **Sales Representative Job Description**

We're seeking a qualified sales representative to help us sell the products and services that our customers have grown to rely on. The sales representative will have a strong understanding of the sales process, excelling at generating leads, building relationships, and closing deals. The ideal candidate will be a quick learner with strong negotiating skills, and the ability to showcase our offerings in a compelling way. Often tasked with giving presentations, attending networking events, and attending trade shows, it's essential that our sales rep be personable and professional.

### **Objectives of this Role**

- Represent Elite OPS's fulfillment products and services, starting with a deep and comprehensive understanding of how our solutions meet prospect's needs
- Meet weekly, monthly, and annual sales quotas through the successful implementation of sales and marketing strategies and tactics
- Generate leads through cold calling, door knocking and building relationships
- Planning and organizing daily work schedule to call on existing or potential sales outlets

### **Daily and Monthly Responsibilities**

- Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities
- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories offered
- Possess in-depth product knowledge and be able to conduct demos and a strong ability to handle objection
- Prepare professional, complete, concise and accurate reports, proposals, and other documentation as required for executive-level presentations
- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing sales presentations

## **Skills and Qualifications**

- 3-5 years in sales within a fulfillment or warehousing setting
- Excellent communication, interpersonal, problem-solving, presentation, and organizational skills
- Proficiency with sales management software and CRM
- Personal integrity

## **Preferred Qualifications**

- Bachelor's degree
- Proven success rate at levels above quotas
- Ability to balance persuasion with professionalism
- Strong organizational skills

## **Compensation**

- Base plus commission
- Office space
- Health Insurance
- 2 weeks' vacation