

## **Adventure Vehicle Outfitters, LLC – DBA: Juniper Overland Sales Representative - Job Description**

We are currently seeking a full time sales representative. This is a great opportunity to join our team during a time of growth. The job will be performed from our Denver location Monday – Friday in a casual work atmosphere. We require at least 3 years of industry sales experience.

### **Qualifications/Skills:**

- Customer-centric
- Meeting sales goals
- Closing skills
- Negotiation
- Self-confidence
- Product knowledge
- Presentation skills
- Motivation for sales

### **Responsibilities:**

- Serves customers by selling products and meeting customer needs.
- Planning and organizing daily work schedule to answer sales phone calls, meet with clients on site, composing emails and quotations, and keeping up with leads in an efficient and prompt manner.
- Provide enthusiastic and knowledgeable sales presentations.
- Finding opportunities to sell new and existing clients complementary products.
- Submit orders by referring to price lists and product literature.
- Keep management informed on weekly basic regarding new sales, outstanding inquiries, and other factors that aid to a customer-centric experience.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Maintains professional and technical knowledge by attending and participating in industry tradeshow with other team members and management.
- Maintaining detailed records on customer sales.

### **Requirements:**

- BA/BS University degree with a concentration in marketing, promotions, advertising sales, or business administration preferred.
- Three to five years of industry sales experience.
- Familiarity with office software and phone systems.
- Maintain a professional appearance and provide friendly customer service.
- Extremely Organized.
- Maintain a high level of positive energy and passion for the products sold.
- Willingness to learn with hands-on training.
- Hold a valid driver license.

### **Work Hours & Compensation**

This is a fulltime position performed at our Denver location Monday – Friday. Workday starts at 830am and ends approximately at 5pm. Compensation includes a base salary and commission on sales. Starting range of \$65,000 - \$85,000 per year based upon performance. This position includes two weeks of paid vacation per year.

To apply please send us an email to [josh@juniperoverland.com](mailto:josh@juniperoverland.com)