



JOB TITLE: Outside Sales Representative

SUMMARY

The Outside Sales Representative is responsible for building relationships with customers and growing market share. The representative travels throughout their assigned territory, optimizes their time in the field, and grows the customer base by understanding contractors' needs, providing solutions, and exceeding our customers' expectations.

ESSENTIAL DUTIES & RESPONSIBILITIES

- Sell electro-mechanical repairs, services, and new equipment direct to industrial end-users in a designated territory.
- Build ongoing personal and professional relationships with customers.
- Prepare competitive quotes and proposals consistent with winning trends in the marketplace.
- Prepare weekly call reports and dashboards to track and forecast opportunities.

QUALIFICATIONS & REQUIREMENTS

- 3-5 years pertinent sales experience (preferably with Electric and Mechanical rotating equipment).
- Bachelor's degree or equivalent experience is desired but not required.
- A proven track record of sales and customer service successes

APPLICATION PROCESS

Welcome to CAW Recruiting Services! Thank you for your interest in this position. If your experience matches the description above, please submit your resume by clicking the "apply" button.

If your profile does not match this job description, we still encourage you to reach out to one of our representatives, so we can learn about your professional aspirations. Visit our website at www.cawrecruiting.com for more information and additional openings. We look forward to getting to know more about you.

CAW Recruiting Services provides headhunting services and staffing solutions to industrial and equipment companies throughout the US. We help companies grow by connecting them with employees that are committed to their mission and passionate about their products and services. Partner with us today and find your perfect fit!