

Position:	Regional Sales Representative
Location:	Huntsville, AL
Pay Range:	Commensurate with experience
Travel Requirements:	Road Warrior

Job Description

SRS has an opening for a Regional Sales Representative in the Huntsville, AL area covering the southern states including AL, TN, MS and GA. This key position is responsible for the sale of company product lines to achieve company sales revenue and profitability goals.

- ~ Directly sell our services and equipment to new and existing customers.
- ~ Perform customer needs analysis and develop solutions to meet the needs.
- ~ Make technical visits on behalf of Company at various customers, potential customers, and other organizations.
- ~ Communicate with and facilitate communications between SRS and customer across multiple levels of both organizations.
- ~ Build and maintain customer relationships to ensure maximum customer retention.
- ~ Identify customers, make contact, educate customer on the benefits of our products and services (presentation), overcome objections, relate to customers needs, show how our product meets those needs, apply proper technology to the application, relate data to customers needs, generate proposal, present proposal, close the deal.
- ~ Develop business by closing new accounts and maintaining and growing existing ones.
- ~ Develop an annual sales plan and sales strategy with supervisor for new and existing market penetration to ensure sales and profitability goals are achieved.
- ~ Track all leads, customers, prospects, etc. using Salesforce.com to ensure maximum market penetration and follow-up.
- ~ Communicate & coordinate efforts with Lab, Engineering Services, Operations and Administration.

Requirements

Requires a minimum of 3 yrs experience in industrial/manufacturing sales, in order to gain sufficient skill to perform the requirements of the position. Solid experience in the metalworking industry and experience selling capital equipment would make you a perfect fit. A Bachelor degree in Engineering, Business or a related field or equivalent capabilities is required.

- ~ Knowledge of customer requirements & current market conditions.
- ~ Proven presentation skills at an advanced level.
- ~ Technical skills and knowledge regarding metalworking fluid, separation technologies & solutions.
- ~ Capacity to develop written proposals to capture all critical components of the sale.
- ~ Ability to provide advanced level sales and customer service skills.
- ~ Demonstrated entrepreneurial spirit and formidable networking skills and connections.
- ~ High degree of diplomacy and the ability to deal with and influence persons in all types of positions within the company and externally.
- ~ Ability to initiate action and solve problems.
- ~ Intermediate to advanced computer & software skills.
- ~ Valid Drivers License

SRS is a rapidly growing, employee owned company with an entrepreneurial and team orientation. Benefits include stock in the company as well as healthcare, dental, vision, 401K w/ company match, company car, and expense account. For immediate consideration please e-mail your resume and salary requirements directly to careers@teamusi.com.