

Job Description

Position: Outside Technical Sales Representative

Status: Full-time, Exempt

Department: Outside Sales

Rate: Base plus commission

Manager: Nancie Copeland

Outside Technical Sales Representatives are responsible for developing relationships with customers and growing accounts in their assigned territory through the promotion and selling of the company's products to government, commercial, industrial & educational enterprises in need of laboratory equipment for environmental regulatory testing. Outside Technical Sales Representatives are vital members of the dynamic sales group here at Environmental Express, Inc., whose foundation is anchored on teamwork, integrity, accountability and enthusiasm. This position requires exercising independent judgment to perform the responsibilities described herein and does require routine monthly travel. This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required by the employee.

Responsibilities:

- Routine sales travel to visit new and existing customers and attend relevant trade shows
- Identify and properly qualify new business opportunities using available resources
- Provide customer support by responding to customer inquiries and requests
- Partner with current customers to ascertain current needs and generate additional sales
- Work closely with marketing to recognize & promote sales opportunities
- Ensure that databases are current and updated with accurate customer information
- Routinely pull and reference system reports for additional sales opportunities
- Execute timely preparation of all expense reports, call reports and assigned projects
- Keep management and sales team members informed of all relevant activity

Physical Demands:

- Must be able to sit and/or stand for long periods of time

Requirements:

- Bachelor's degree, preferably in a science or related field; laboratory experience a plus
- Self-starter; motivated, team focused and results driven
- Strong presentation, organizational, and time management skills
- Demonstrated track record of consistently exceeding corporate goals as well as strong negotiation and closing techniques
- Outstanding verbal and written communication skills
- Proficient in the use of MS Office
- Exceptional interpersonal skills
- Strong technical skills: able to present technical concepts; provide customers with hands-on technique using our products
- Ability to travel within United States

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