



WANTED: SALES REPRESENTITIVES – Posted June 3, 2014

Long Island City (Queens), NY

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- Industry:** Electronic security, IP surveillance cameras, fiber optic cabling, network integration, access control.
- Experience:** You should have at least 5 years experience and know the industry.
- Software:** Required to know *Salesforce* and *Excel* and be very familiar with MS Office email and Internet.
- Skills:** Customer Service, Meeting Sales Goals, Closing Skills, Territory Management, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales.

Job Duties:

Obtain new orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.

Adjusts content of sales presentations by studying the type of sales outlet or trade factor.

Focuses sales efforts by studying existing and potential volume of dealers.

Submits orders by referring to price lists and product literature.

Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.

Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.

Provides historical records by maintaining records on area and customer sales.

Contributes to team effort by accomplishing related results as needed.

Compensation is Salary + Commission

Please send resume to salfassa@eia.us