



# Safe Industries

## Loose Equipment Sales Representative

Full-Time / 1<sup>st</sup> Shift Hours

Safe Industries, headquartered in Easley, SC, provides superior products and services to a variety of public service agencies located in SC, NC and TN. Our quality products and excellent customer service help enable the fire, law enforcement, emergency and tactical professions meet the demanding needs of their businesses.

We are currently seeking results-driven Loose Equipment Sales Representatives. The Loose Equipment Sales Representative will be responsible for all sales job duties, from generating leads to closing sales.

### **Key Responsibilities:**

- Manage territory through targeted calls, cold-calls and reoccurring visits to customers
- Understand and be able to provide detailed information to customer on all Loose Equipment sold by the company
- Maintain professionalism, diplomacy, sensitivity, and tact and portray the company in a positive manner
- Use marketing data to maximize sales effectiveness and efficiency by using relevant sales management tools
- Prepare reports for sales and marketing and maintain expense accounts
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, etc.
- Give product demonstrations, remove customer objections and close sales
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management
- Continually develop new and potential customer relationships
- Determine customer's needs and propose appropriate products
- Participate in sales events and trade shows when necessary
- Develop and maintain an effective and productive working relationship with other sales representatives in the company and with all other support personnel; encourage and assist in their training and development when possible

### **Requirements:**

- High School Diploma or equivalent required; AA, BA, or BS degree in Business or other related field preferred
- Must be able to pass a criminal background and pre-employment drug screen
- Must have and maintain a valid driver's license and a clean driving record
- 1-3 years of sales experience preferred
- Knowledge of the fire and safety industry preferred
- Must have strong communication, negotiation and interpersonal skills
- Must be able to speak, read, write and understand the English language

- Must have excellent presentation skills
- Must have effective time management and organization skills
- Must be self-motivated and be able to work independently
- Proficient in Microsoft Word, Excel & PowerPoint
- Experience with SalesPad a plus
- Must be able to work a flexible schedule and travel as needed, occasionally overnight
- Ability to lift 50 pounds, 10% of the day