

F/T Position

Shift: 1st

Of Openings-2

Posted: 04/1/17

Expires:

Or until filled

JOB POSTING

JOB TITLE: Commercial Sales Rep
DEPARTMENT: Sales
REPORTS TO: Commercial Sales Manager

PURPOSE OF POSITION: To obtain sales personnel with a minimum of two years' experience working within sales and sales support teams preferably in a weapons industry.

EDUCATION & EXPERIENCE:

- Minimum two (2) years' experience in sales and customer service, preferably in a weapons industry.
- High School Diploma or GED preferred, however equivalent experience can be substituted.
- Strong skills in Microsoft Office suite, particularly in Excel.
- Prior MRP experience highly desirable.
- A willingness to learn.
- Knowledge of firearms & the shooting sports.
- A strong desire to succeed.

DESCRIPTION OF JOB DUTIES:

- Responsible for managing customer relationship of assigned accounts.
- Ensuring that sales and marketing goals of the Company are met.
- The initial company point of contact for sales and support of commercial inquiries concerning pricing, availability, part numbers, part descriptions, training and system interoperability.
- Actively works with customers to provide the highest level of customer care and service.
- Prepares price and availability quotations for commercial entities.
- Provides input for commercial catalog creation.
- Promote products in favorable manner with intelligence, technical and professional demeanor at Trade Shows and other sales events.
- Actively works on new dealer account development.
- Required to maintain weekly phone communications with current dealer network.
- Ability to make 25+ Phone calls a day.
- Confers with department heads and/or staff to discuss topics such as selection of advertising media, or product to be advertised.
- The incumbent formulates plans to extend business with established accounts and transacts business as agent for new accounts.
- Monitors and analyzes sales promotion results to determine effectiveness of promotion campaign.
- Keep abreast of general work issues, forecast trends and identify opportunities for improvement of established programs.
- Solicit feedback regarding perceived/actual needs/ideas for developing new products and programs.
- Will assist in the development of short and long range objectives and recommend goals to management.
- Consistently follow departmental standards and customer service standards.
- Perform related duties as required and/or requested by management.
- Knowledgeable of our weapon systems and products preferred.

Knight Enterprises Management, L.L.C. is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, religion, creed, sex, national origin, age, protected veteran status, disability status, ancestry, ethnicity, gender, gender identity, gender expression, sexual orientation, marital status, or any other protected factor by country, regional or local law. Knight's policies regarding recruitment, hiring, compensation, benefits, promotions, transfers, training and all other personnel matters are free from discriminatory practices and are based on merit, qualifications, and abilities.

To view the U.S. Department of Labor's (DOL) Equal Employment Opportunity is the Law poster, please go to the following link:
http://www1.eeoc.gov/employers/upload/eeoc_self_print_poster.pdf