



## ***Regional Sales Representative***

SlingShot Assembly is seeking several dynamic, fearless Regional Sales Representatives to join our team. In this hands-on position, the Sales Representatives will lead the company's prospecting effort, bringing in new customers. Leads are generated by the company's marketing and advertising. The Regional Sales Representative will work directly with the company Vice President to create and execute sales strategies and tactics for growing the company's customer base and the volume of quotes and orders. The Regional Sales Representatives will work for a company that is committed to maintaining both a high-quality service as well as a great work environment. This is a full-time position with benefits in Denver.

### Essential Responsibilities:

- Prospect for new customers, follow up on leads generated by our advertising
- Create and execute sales plan to meet/exceed sales objectives
- Maintain a full pipeline of sales opportunities
- Follow-up and close on open quotation opportunities
- Use our contact software to document sales activities and opportunities
- Work with customers to obtain full documentation and specifications for quotes and orders
- Coordinate quotations for fast and accurate responses
- Participate in networking, trade shows and other sales activities
- Contribute to the positive morale at the company
- Promote a sense of urgency and teamwork
- Meet regularly with management to discuss goals for the business
- Professionally represent the company to outside customers
- Collaborate with principals and management to define new approaches to prospecting
- Work extended hours based on company needs and is available for after hour emergency calls

### Skills and Experience Requirements

- Bachelor's degree
- Build strong relationships with prospects and customers
- Communicate in a professional and persuasive manner
- Achieve/exceed objectives with minimal supervision (self-starter)
- Approach work energetically and with a positive attitude
- Work with people of diverse backgrounds
- Handle multiple tasks and priorities, consistently meeting goals, timelines and objectives
- Operate at a high level in Microsoft Office applications
- Customer service acumen and able to use tact and good judgment in contacts with customers and business partners
- Organized with ability to work with minimum supervision
- Excellent communicator, both orally and written
- Hunger to learn and grow