



Sales Representative

SlingShot Assembly is seeking a dynamic, fearless Sales Representative to join our team. In this hands-on position, the Sales Representative will play an integral role in finding new customers for our business and working with existing customers to ensure their satisfaction with our work. They will work directly with the company Vice President to create and execute sales strategies and tactics for growing the company's customer base and volume of quotes and orders. This person will live to grow revenue for the company in a fiscally and ethically responsible manner. Critical to the Sales Representative's mindset is the support of a team environment. The right individual has a thirst for knowledge that drives her/him to seek a professional growth each and every day. The Sales Representative will work for a company that is committed to maintaining both a high-quality service as well as a great work environment.

Essential Responsibilities:

- Create and execute sales plan to meet/exceed sales objectives
- Identify and develop new customer accounts
- Maintain a full pipeline of sales opportunities
- Follow-up and close on open sales opportunities
- Use Salesforce to document sales activities and opportunities
- Work with customers to obtain full documentation and specifications for quotes and orders
- Coordinate with team on creation of quotes to ensure accuracy and timeliness of responses
- Coordinate with team to facilitate fulfillment of orders
- Communicate with customers on existing orders and quotes
- 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 represents the company to outside customers
- Collaborates with principals and management to define new approaches
- Work extended hours based on company needs and is available for after hour emergency calls

Skills and Experience Requirements

- Bachelor's degree
- 1 to 3 years of sales experience and/or training (recent grads are encouraged to apply)
- 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