

Job Description

Outbound Sales of Fire Extinguisher/First Aid/AED Products, Services and Trainings

Job Classification: Salary + commission

***Job Summary:**

CSSC is seeking to find a successful, passionate Sales Representative in our industry to grow customer accounts in all divisions of Colorado Safety Supply company. It is a physical, fun, fast-paced, outdoor position in which the Sales Representative would be selling upwards of thousands of products and services. This person will be working to build rapport with key decision makers, ensure quality standards, and proactively solve customer concerns. Responsibilities also include growing our existing customer base by up-selling and cross-selling additional products and services, negotiating service agreements, presenting and demonstrating products, while working professionally, safely, and complying with driving and vehicle regulations. Typically, No weekend work-

Colorado Safety Supply Company was founded in 2012 and is rapidly growing in the Safety Equipment, Training/ Consulting and Fire & First Aid mobile company.

We are currently seeking a highly motivated and driven individual to fill the position of External and Outbound Sales Representative. This role requires the ability to build new relationships and convert to customers both in person and over the phone.

Sales benefits:

Solid base salary- plus commissions

Sales Training Program

Mentorship program

Qualifications:

Basic Microsoft Office Skills, CRM experience, POS knowledge

Relevant trade qualifications are desirable along with suitable industry experience and application knowledge

Have an active driver's license and in good standing and history!

Be at least 21 years of age

Drug tests upon hire

References from previous employment

*Travel within service areas to represent the company and achieve the assigned sales goals

Maintain a professional company image at all times

Independent, Accountable and self-driven

Build strong and successful relationships with prospects and clients

Manage customer sales inquiries and provide quotations, product / service information, support and pricing details in response to inquiries, promoting the features and benefits of the company's products / services

Process sales orders and arrange the dispatch and administration of products / services sold

Maintain sales statistics and records of sales performance

Maintain client databases and grow new business

Identify opportunities to improve sales performance

This job description is not intended to be all-inclusive. The employee will be expected to perform other reasonable related duties as assigned

Working Environment:

Part time local travel to job sites around the front range, with daily office visits to upload information into important CRM systems.

Vehicle provided

Position Physical Demands:

Driving, walking, sitting, and standing with lifting typically 5-50 pounds in weight. Office time will require to have extended time at a computer work screen and on the telephone, so hearing and visual acuity are required.

Construction/ General Industry

Full-time