



OUTSIDE SALES REPRESENTATIVE

**ELECTRICAL SAFETY SERVICES - SALARY IS NEGOTIABLE
THIS POSITION IS REMOTE BUT BASED OUT OF KANSAS CITY, COVERING
A NATIONAL TERRITORY.**

The Company

My client has over 20 years of experience in the Electrical Engineering industry with a specialization in safety and risk mitigation. They are searching for an experienced and highly self-motivated Sales Executive professional to join their team. If you're excited to be part of a winning team with significant growth opportunity, this is a great place to expand your career.

The Role

- Research and recommend prospects for new business opportunities
- Research and analyse sales options
- Achieving corporate growth targets
- Build and maintain relationships with clients and prospects
- Stay current with trends and competitors to identify improvements or recommend new products
- Collect and analyse information and prepare data and sales reports
- Attend workshops to learn more technical and professional skills for the job
- Build and maintain professional networks
- Meet with potential clients to determine their needs

The Candidate

- Experience in B2B Sales or Sales Management
- Knowledge of MS Office software and Salesforce CRM software
- Ability to negotiate and understanding of marketing skills
- Self-motivated and goal-oriented, desire to deliver results
- Ability to create and deliver presentations
- Fast learner and quick thinker
- Passionate about sales and serving client needs
- Ability to adapt and grow in a competitive environment

They offer competitive salaries & commissions, PTO, group health insurance, vision, dental, and a 401(k).

TO APPLY, EMAIL: Danielle@tagsearchandselect.com