



# NOW HIRING

## Sales Representative Jackson, MS

### Duties and Responsibilities

- Make sales calls to new and existing clients to develop and maintain customer database.
- Cold Calls to potential customers.
- Continuously update all customers on company product enhancements.
- Determine, generate, and capture the sales needs of customers.
- Schedule appointments to meet existing customers in order to review product requirements and to determine other opportunities.
- Develop and make presentations of our products and services to current and potential customers.
- Design professional demonstrations or presentations of our products while on site.
- Negotiate with clients.
- Develop, prepare, and present sales action plan and strategies for proposals and contracts.
- Monitor and report sales activities and follow up with management.
- Participate in sales, marketing, and continued education by effectively attending webinars and trade shows.
- Prepare reports for sales and marketing and maintain expense accounts.
- Monitor the market to ensure our prices are competitive.
- Learn how to effectively deal with conflict with customers by actively listening, staying calm, and finding a solution to the conflict that both parties can accept.

### Requirements

- Honesty and integrity to conduct business in a professional manner.
- Strong communication and interpersonal skills.
- Be dependable, self-motivated, aggressive, persuasive, and responsible.
- Effective time management, organization, and multi-tasking skills.
- 3 to 5 years sales experience with proven ability to achieve sales targets.
- Computer experience.
- Ability to work in a fast paced, highly growing business.
- Must have customer focused approach, ability to learn, and ability to adapt to needs and changes quickly.
- Knowledge of basic business principles, such as practices of sales and customer service knowledge.
- Planning and strategizing.
- Outgoing personality.
- Very strong verbal and written communication skills.
- Negotiation skills with the ability to close the deal.
- Dependable transportation with valid driver's license.

### Benefits

- Commission pay.
- Car Allowance.
- 401k Plan.
- Medical, dental, vision, and supplemental insurance at company group rate.

If you are interested in joining our team, send resume and application to [amunn@MunnEnterprises.com](mailto:amunn@MunnEnterprises.com).