

## Sales Representative

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Company Name	<b>3C Industrial, LLC</b>
Employee Name	
Manager	Doug Francis, President
Hire Date	
Employee Classification	Exempt
Status	Full Time
Pay Range	\$32,000 to \$150,000 (Salary & Commissions)
Work Schedule	Monday – Friday; 8:00 am – 5:00 pm
Work Location	Various

### Job Summary:

The Sales Representative for 3C Industrial, LLC is responsible for responsible for selling 3C Industrial's products and services by identifying leads, educating prospects on our offering through calls, trainings, and presentations, and providing existing customers with exceptional support.

### Responsibilities:

- Create and execute a tactical sales plan that expands customer base within their assigned territory.
- Generate and maintain a sales pipeline adequate to meet territory sales goals.
- Maintain regular contact with customers in assigned territory to develop and grow long-lasting relationships by understanding their needs.
- Be knowledgeable about 3C Industrial Services and Products.
- Clearly communicate the features of 3C Industrial services and products to highlight how they solve customer problems.
- Complete and submit to main office bid requirements
- Present, negotiate and close on proposals.

### Qualifications:

- High School Diploma or GED equivalent (required).
- AS/AA in Business or Technical Field (preferred).
- Two or more years of direct sales experience.

- Passionate about selling and finding ways to satisfy customers' needs.
- A "Hunter" mentality adept at developing a robust pipeline of opportunities.
- Ability to devise account sales strategies and meet tight timelines.
- Excellent negotiation and persuasive skills to develop and close deals.
- Exceptional phone and customer service skills.
- Ability to explain product and service features and benefits in a way that stands out over other service companies.
- Proven record of success with the entire sales cycle, from planning to closing.
- Excellent communication, interpersonal, and organizational skills'
- Resilience and willingness to overcome objections and deal with rejection.
- Ability to travel at least 90% of the time.

### **Physical Requirements:**

- **BODY POSITIONS:** While performing the duties of this job, the employee is regularly required to sit for prolonged periods of time.
- **BODY MOVEMENTS:** The employee must have a full range of body movements including the use of his/her hands to finger, handle, and feel objects such as glazing products and equipment. The ability to bend the body, to reach for objects, and to stoop, kneel, or crouch, crawl, climb or balance when needed are also required.
- **BODY SENSES:** Vision requirements must be sufficient to shift in focus from computer screens to close forms.
- **STRENGTH:** The employee must have the ability to lift up to 25 pounds on occasion.

### **Additional Duties:**

*This job description in no way states or implies that these are the only duties to be performed. The Sales Manager will be expected to follow any other job-related instructions and to perform other job-related duties as requested by Doug Francis, President 3C Industrial, LLC.*

### **Benefits:**

- *Base Pay + Unlimited Commissions*
- *100% Medical, Dental, Vision, 50/100k Life Insurance*
- *Company Paid Medical Insurance for Employee*
- *2 Weeks of Paid Time Off after 1 Year of Service*
- *3 Days of Sick Leave Annually*
- *Company sponsored IRA plan with \$ for \$ match of employee contribution up to 3% of pay.*
- *Other benefits at the discretion of Management*

**Acknowledgement:**

*I have received a copy of my job description and I understand the requirements of my position.*

Employee's signature

Date

Manager's signature

Date