

## FERADYNE OUTDOORS JOB POSTING SALES REPRESENTATIVE-MULTIPLE OPENINGS

<b>QUALIFICATIONS (EXPERIENCE/EDUCATION)</b>		<b>POSTED 6/12/17</b>
<ul style="list-style-type: none"> <li>❖ Five years' sales rep or similar experience</li> <li>❖ HS diploma or GED required-secondary education/sales training a plus</li> <li>❖ Understanding of the sales process and dynamics.</li> <li>❖ A commitment to excellent customer service.</li> <li>❖ Excellent written and verbal communication skills.</li> <li>❖ Superb interpersonal skills, including the ability to quickly build rapport with customers.</li> <li>❖ Experience using computers for a variety of tasks.</li> <li>❖ Competency in Microsoft applications including Word, Excel and Outlook.</li> <li>❖ Able to work comfortably in a fast-paced environment.</li> <li>❖ Archery knowledge desired</li> <li>❖ Drug Screen: applicant must pass 5 panel screen before hire (expense paid by company)</li> </ul>		
<b>JOB DUTIES:</b>		
<b>Position/Summary</b>	<b>Related Job Duties</b>	
<p>The role of Sales Representative is to serve customers by selling products; meeting customer needs, based on assigned territory.</p> <p><b><u>Immediate Opening</u></b></p> <p>Submit in person or email FeraDyne Outdoors Employment Application, Cover Letter and Resume to:</p> <p>Human Resources 1230 Poplar Avenue Entrance A (upstairs) Superior WI 54880</p> <p><a href="mailto:jobopps@feradyne.com">jobopps@feradyne.com</a></p>	<ul style="list-style-type: none"> <li>• Generating sales leads.</li> <li>• Generating and entering Sales Orders from Customers into the FeraDyne System.</li> <li>• Meeting or exceeding sales goals as well as Helping to forecast sales and set territory goals.</li> <li>• Negotiating all contracts with prospective clients.</li> <li>• Helping determine pricing schedules for quotes, promotions and negotiations.</li> <li>• Preparing weekly and monthly reports.</li> <li>• Giving sales presentations to a range of prospective clients.</li> <li>• Coordinating sales efforts with marketing programs.</li> <li>• Understanding and promoting company programs.</li> <li>• Visiting clients and potential clients to evaluate needs or promote products and services.</li> <li>• Communicate with accounts through various means to ensure good communication and inventory levels are maintained.</li> <li>• Attending Trade Shows</li> <li>• Managing Distribution Channels</li> <li>• Maintaining client records.</li> <li>• Answering client questions about credit terms, products, prices and availability.</li> <li>• Work closely with operations and Customer Service</li> <li>• Other duties as assigned by management team.</li> </ul>	