



Job Description: Outside Sales Representatives

Ballentine Food Service Equipment is seeking Outside Sales Representatives to increase sales in the South Carolina Upstate. The successful candidates will be responsible for establishing contact with existing customers, identifying new opportunities, and following up on potential leads. The Outside Sales Representatives will also monitor industry trends in order to identify emerging markets and develop plans to utilize those markets to expand revenue. If you have prior experience in outside sales, experience in the foodservice or hospitality industry and a desire to expand your career, we want to hear from you.

Responsibilities

- Services existing accounts, obtains orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of customer. Focuses sales efforts by studying existing and potential volume of the customer.
- Submits orders according to pricing policies.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, marketing techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks within the industry; participating in professional societies.

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- Provides historical records by maintaining records on area and customer sales.
- Works a weekly rotation in the showroom.

Skills

Customer Service, Meeting Sales Goals, Closing Skills, Territory Management, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales. Strong computer skills and understanding of spreadsheet software. Excellent interpersonal communication skills.

Bachelor's Degree in Business Administration or related field preferred. Base salary plus commission commensurate with experience.

Job Type: Full-time

Please send a resume and cover letter to Kim Rada at kim@ballentineinc.com

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