

Job Title: Sales Account Representative
Location: 170 Business Park Dr., Lebanon, TN
Position Type: Full-Time
Hourly/Salary: Hourly

Summary:

Responsibilities include engaging in and managing the sales responsibilities for all current and future product lines in the United States. Through telephone contact, direct sales efforts at businesses of all sizes as well as individual accounts, achieve sales growth objectives.

Essential Duties and Responsibilities:

- Must have knowledge of and comply with the policies and procedures contained in the company handbook.
- Communicate and interact with customers to successfully represent and sell QuickCar high performance and racing products and services via telephone, fax, e-mail and direct contact.
- Draw upon product knowledge to assist in product selection with the customer's input.
- Analyze customer needs to appropriately meet customer business requirements.
- Effectively present to customers price quotes, sales proposals, discounts, etc. verbally and in writing.
- Generate customer orders while maintaining gross profit margin standards set by the company.
- Communicate customer's expectations with internal departments to initiate and complete orders with optimum customer satisfaction.
- Work cross functionally with all departments including production and shipping.
- Service new and existing customers for retention resolving any satisfaction issues promptly.
- Assign authorizations for the return of merchandise following established policies and procedures.
- Stay abreast of market trends (new products, pricing, etc) and relay pertinent information to appropriate personnel or departments.
- Attend trade shows and racing or performance related functions representing the company to promote sales, obtain market knowledge and/or interact with current/prospective customers.
- Participate in seminars and other training/meetings as required.
- Other duties as assigned.

Education/Skills:

High school diploma or GED. Post-secondary education in business management, marketing or related field preferred. 3 to 5 years of professional sales experience. Ability to efficiently use computer and applicable company software including Microsoft Office.

Preferred experience includes telephone sales, significant knowledge of and familiarity with the performance aftermarket and/or racing industry. Basic automotive wiring knowledge would be beneficial.

Certificates, License, Registration:

Valid Driver's License. Traveling is required – 5%.

Other Skills & Abilities:

- Communicate effectively through speaking, listening, and writing
- Work in a team-oriented fashion as well as independently
- Keep manager abreast of activity
- Use problem solving skills and sound judgment in the dispatch of duties
- Adapt to frequent changes in the work environment
- Use equipment and materials properly
- Practice safe work habits
- Attention to detail/emphasis on quality

Physical Demands:

The employee is frequently required to reach with arms and hands, stand, twist, bend, walk and sit. The employee must frequently lift and/or move up to 10 pounds and occasionally lift and/or move up to 40 pounds. Specific vision abilities required by this job include close vision, depth perception and ability to adjust focus.

Equal Opportunity Employer - Aids available upon request to candidates with disabilities.