

# Outside Sales Representative | Draw on Commission

Stag Enterprise, Inc. is a leading privately owned, small, veteran, woman-owned ISO 9001-2008 and AS9120 certified business servicing the commercial, industrial, aerospace and government markets. Since opening our doors in 1993, we've been committed to meeting the industrial needs of our customers through providing the latest technologies and products from quality manufacturers such as 3M. We pride ourselves on providing professional, expeditious service and innovative solutions.

We are currently seeking Sales Support to assist Stag Enterprise, Inc. In this role, you will be working with a portfolio that includes such products as high-quality abrasives, tapes, films, adhesives and specialty materials for the manufacture, repair and maintenance of autos, aircraft, boats, and other vehicles. You will represent a myriad of innovative products and services that help companies improve their businesses locally and across the globe.

As a Sales Representative, you will be responsible to:

- Solicit new customers with no territory boundaries.
- Assist sales management in reaching business plan goals.
- Understand and achieve sales targets and objectives.
- Demonstrate products and train customers on product applications.
- Sell industrial products such as: Abrasives, Tapes and Adhesives, Safety Supplies, Chemicals, etc.
- Understand customer processes and sell value versus price.
- Work with customer specifications and material approvals.
- Drive forecast attainment for the zone.
- Understand distributor business strategy.
- Develop strong relationships and influence customer accounts and prospects.
- Understand customer business priorities.
- Understand customer manufacturing processes.
- Utilize solutions-based selling skills.
- Manage business planning and execution process.
- Track and measure results against business plan.
- Understand customer, government and aerospace specifications.
- Provide weekly sales reports.
- Participate in a weekly teleconference sales meeting.

Successful candidates will meet or exceed in the following requirements:

- Strong time and account management skills
- Experience selling in the industrial market arena.
- Must have an extensive and established customer base.
- Familiarity with industrial products. Able to consistently up-sell.
- Strong oral, written and presentation skills. Must have a written monthly and weekly sales plan
- Excellent computer skills.
- Outstanding sales preparation and organizational skills.
- Works independently and responsibly in an effective manner. Strong time and account management skills
- Creative problem solving. Strong customer service focus and quality orientation
- Takes active role in self-development. Has the aptitude to quickly learn about additional product lines
- Results driven - documented success in exceeding sales goals or objectives Able to consistently up-sell.
- Personal attributes must include assertiveness, high energy level, and resiliency. Ability to consistently "close" a sale
- Demonstrated sales success with a preference for selling to industrial, manufacturing, government, and/or
- Proven sales performer that can meet or exceed 20% new product sales quota.

The successful candidate will also be subject to drug testing and a criminal background check.

Rewards:

At Stag Enterprise, Inc., we offer market competitive compensation, long term incentives and comprehensive benefits. Salary and benefits are based upon experience. Benefits include: vision, and dental insurance, and partially paid healthcare. Salary is based upon experience.

Please send your resume to Tanny Davidson at [tanny@stagenterprise.com](mailto:tanny@stagenterprise.com) if interested in this position.