



Full-Time Sales Representative

Required Job Responsibilities

- Achieves marketing and sales objectives
- Makes recommendations for management regarding documentation, productivity, quality and/or customer service standards
- Contributes to monthly and annual sales quotas, sales volume and profit for new and existing products; monitor supply and demand
- Identifies marketing opportunities from consumer requirements and market trends
- Improves profitability by capitalizing on market opportunities
- Sustains rapport with customers through constant contact; exploring specific needs and possible new opportunities
- Protects organization's value by keeping information confidential
- Fulfills customer order requirements; communicates delivery dates
- Updates job knowledge by reviewing new product offerings; participates in educational opportunities and reads professional publications
- Ability to multi-task, prioritize and manage time effectively
- Knowledge of the tire and/or wheel industry is a plus.
- Technical knowledge related to reading blueprints, materials, dimensions is also a plus.
- Knowledge of Quickbooks accounting software helpful but not required.

Skills/Qualifications

Customer Relationship Skills, Strong Analytical Skills, Strong Communication (written and verbal) Skills, Negotiation Skills, Strong Math Skills, Strong Computer Skills (MS Office), Motivation for Sales.

Benefits/ Compensation – Health Insurance, Life Insurance, 401K program and profit sharing programs and more.

Hours are Monday – Thursday 7:30 am – 5:00 pm, Friday 7:30 am – 12:00 noon

Compensation negotiated based on experience

If interested, please send a resume to Careers@wheelsnowinc.com