

JOB DESCRIPTION

Entry-Level Sales Representative



About Us

Transshield Inc. is a growing, innovative, family-friendly manufacturing business headquartered in Elkhart, IN. Transshield is proud to be an employee-centric company with the environment of a small-business and the reach of an international company.

What we do

Transshield solves the problem of equipment degradation caused by the elements through advanced protective cover technology. Whether it's during storage or transportation Transshield protects your asset from the assaults of nature, all with the softest touch to your equipment.

About the Role

Responsible for gaining new sales and sales leads. This involves seeking new opportunities and developing relationships with prospective customers, exhibiting at trade shows and conducting networking in the respective target market.

What's in it for you

Competitive pay, outstanding benefits, growth opportunities, personal and professional development, paid travel, relaxed yet competitive work environment, team events and other great company perks

You will be perfect for this position if:

You are an ambitious problem-solver with high energy and self-motivation. You have a winning mentality, great communication skills, and a commitment to providing excellent customer service. You are a self-starter who can multi-task and work independently. You understand the importance of being coachable and having mentorship.

Job Responsibilities:

- Learn Transshield sales process by working with sales team on sales/service calls
- Attend trade shows and required company events
- Obtain new business by consistent prospecting and cold calling
- Participation in educational opportunities relating to sales and marketing
- Maintain and grow professional contacts through business networking
- Account management
- Effective coordination with internal customer service and design teams
- Must have the ability to lift at least 50 lbs., walk long distances and stand for long periods of time
- Travel will be required (60-70%)
- Must have valid driver's license

Qualifications / Knowledge & Experience:

- Bachelor's degree preferred

- Some sales experience preferred but not required
- Desktop/PC Software-Microsoft Office proficiency required
- Desired candidate should live in the Cincinnati, OH area or be willing to relocate there

Contact

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Learn more at transhield-usa.com