

JOB DESCRIPTION

Industrial Business Development Representative



About Us

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 markets.

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, thick skin, great communication skills, and a commitment to providing excellent customer service. You are a self-starter who can multi-task and work independently. You have the basic understanding of materials science, distribution, transportation, engineering, and design elements that go into packaging.

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
- Participate in educational opportunities related to sales and marketing
- Maintain and grow professional contacts through business networking
- Manage accounts
- Coordinate 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; road warrior is the expectation
- Must have valid driver's license

Qualifications / Knowledge & Experience:

- Bachelor's degree preferred
- Professional sales training preferred
- B2B sales experience required