**Salesperson**

A&B is seeking a qualified sales representative to help sell services that our customers rely upon. The qualified candidate will have a strong aptitude for generating leads, building relationships and closing deals. This individual will be a quick learner with strong negotiating skills and an ability to showcase our services in a compelling way. Often tasked with giving presentation and attending networking events and trade shows, the sales representative must be both personable and professional.

**Objectives**

Represent the company’s products and services and have a comprehensive knowledge of how our solutions meet the needs of customers

Achieve weekly, monthly and annual sales goals by successfully implementing sale and marketing strategies and tactics.

Generate leads and build relationships by organizing daily work schedule to call on existing and potential customers.

Develop and implement territory action plan using comprehensive data analysis and adjust sales techniques according to interactions and results in the field.

**Responsibilities**

Maintain working relationships with existing customers to ensure they receive exceptional service and to identify potential new sales opportunities.

Identify prospects, set appointments, make effective qualifying sales calls and manage sales cycle to close new business in all service categories.

Possess in-depth product knowledge and be able to handle objections.

Coordinate with A&B staff to ensure that goals are being met and company standards are being upheld.

**Required Skills and Qualifications**

Three or more years of sales experience within the same or similar industry.

Excellent communication, interpersonal, problem solving, presentation, and organizational skills.

Strong ability to balance persuasion with professionalism.

**Preferred Skills and Qualifications**

Proven success in similar or same sales

Ability to travel as needed to customers and attend events such as trade shows.