

Employment Opportunity at GeoLine – Sales Representative

Job Title

Outside Sales – Survey/GPS Products

Job Summary

Outside sales people are responsible for selling new and used product, service, and training to existing and new customers. They are the primary interface between the end customer and Geoline and represent the dealership to the end customer. The outside salesperson is ultimately accountable for delivering on revenue, gross profit, customer satisfaction, and growth targets.

Primary Duties

- Accountable for the achievement of revenue and gross profit targets on a quarterly and annual basis.
- Maintains a list of existing and potential customers within the assigned territory
- Maintains strong customer relations and satisfaction; proactively and diligently works to ensure customer problems are resolved quickly.
- Frequently and skillfully talks to customers
- Is able to effectively position Geoline's products against competitors' in a competitive sales situation
- Provides feedback to management on Geoline's products, services, delivery, etc.
- Provides a reasonably accurate revenue forecast
- Understands purchasing contracts and public tenders and knows how to respond to these and negotiate
- Regularly identifies strengths, weaknesses, opportunities and threats in the market and against competitors.

Characteristics / Skills

- Possesses integrity and good character
- Strong oral communication skills
- Brings passion and energy for the work
- Maintains sense of urgency; appropriate impatience
- Willingness to give personal commitment to and occasionally make personal sacrifices for the job
- Can-do attitude; tenacity; positive outlook toward success; unemotionally overcomes obstacles and setbacks
- Ability to learn from successes and failures

Education / Experience

- Bachelor's or associates degree in an engineering-related field
- Industry experience (e.g. survey, GIS, construction).
- Knowledge of products from an end-user perspective
- Experience in a sales or marketing position is desirable

For more information, go to www.geoline.com/jobs

