

## **SALES REPRESENTATIVE JOB POSTING**

Proshred Security is a profitable, progressive company with 30 years of Brand Recognition and a proven track record in the expanding market of San Diego.

If you have 3 years of proven sales experience, are motivated by creating and closing opportunities, enjoy instant gratification and join a Company that's on the move, then we would like to meet you to discuss a great opportunity. Access to a personal vehicle is required to travel to client and prospective client locations. Your time will be split 60% outside sales activities and 40% in office sales activities.

### **Responsibilities:**

- Prospect for new business and maintain sales pipeline to drive and exceed sales quota's
- Convert and up-sell customers to scheduled sales
- Assess customer needs to provide individual solutions
- Document all sales related activities within CRM
- Respond to inbound leads and close business on the first call
- Work with business managers to maintain good communication and cooperative working relationships.
- Resolve disputes with customers and internal team members.

### **Job Requirements:**

- Experienced hunter with minimum of 3 years' experience of territory sales management
- Bilingual English & Spanish a must
- College degree or equivalent sales/business development experience
- Proven track record producing new revenue & customer satisfaction working with short sales cycle
- Proven track record up-selling from existing customer base
- Demonstrate effective account management
- Literacy in CRM and Microsoft Excel, Outlook and ability to learn proprietary software quickly
- Interest in career development
- Ability to work independently in the field and in a small office environment
- Access to personal vehicle

### **Compensation:**

- Competitive Base Salary commensurate with experience
- Generous commission structure
- Vehicle reimbursements
- Medical and Dental benefits
- 401(k) opportunity with employer matching