

Outside Sales/Manufactures' Rep / Buying Group Liaison

An exciting opportunity exists for an experienced sales person, to work as the liaison between a major manufacturer, and a buying group of dealers. This role will provide sales and support in 3 different ways:

- Working with the Outside Sales staff from each dealer location, conducting joint customer location sales calls and end-user training, as well as product training for the dealers' outside staff.
- Making direct end user customer sales calls, throughout the territory.
- Providing group training, in the context of customer presentations, trade shows, and dealer group training events.

This role will require up to 70% travel outside of the greater Charlotte area, with the majority of your time spent out of the home office.

Skills needed to succeed will include, but are not limited to:

- Having proven work experience with effectively creating, setting up and executing product presentations, to various size audiences.
- Having a desire to "build" relationships, both internal and external.
- Being knowledgeable about, and willing to coach, dealer sales people and end-users.
- Being comfortable working independently, as well as reporting to various interest groups, while carrying out the overall sales directives.
- Having a proven track record of performing higher level analysis of information, both in printed and verbal formats.
- Being a self starter, who can 'roll up their sleeves' in order to get the job done.
- Having a minimum of 3 years technical sales experience, possessing an understanding of the balance between customer and company.
- Being able and willing to know how and when to 'close the sale'.

A 4 year college degree is required. Compensation is a base plus commission structure. Please send resume, with salary history, to: Scott Kor at SKor@mba-mbs.com.