

SALES ACCOUNT REPRESENTATIVE

Full-Time (On-Site)

We are looking for a qualified and motivated sales account representative to join the Behrent's Performance Warehouse team. You will be responsible for developing long-term relationships with retail and wholesale customers.

As a sales account representative, you should work to satisfy customers' needs and requests, respond to their queries in a timely manner and aspire to deliver a positive customer experience. You should have excellent communication and negotiation skills and be customer service oriented.

RESPONSIBILITIES (*include but not limited too*):

- Generate new sales using existing and potential retail and wholesale based customers
- Manage assigned accounts effectively by providing timely service and keeping lines of communication open
- Maintain current relationships with established customers and develop new relationships with potential customers
- Ability to increase product sales and order size by means of cross-selling, up-selling, add-on sales and offering promotional sale items
- Provide customers with features and benefits of products in order to improve product related sales and customer satisfaction
- Communication to potential and currently assigned customer accounts in the form of outgoing sales calls
- Meet personal and company based sales goals and work effectively with other employees
- Perform other duties as assigned

QUALIFICATIONS:

- Basic knowledge and understanding of automotive parts and components
- Customer Relationship Management (CRM)/Sales module experience is a must
- 4 year accredited college/university/technical university is preferred
- Professional written and verbal communications skills
- Proficiency in Microsoft Office (Excel, Word and Outlook)

REQUIRED SKILLS:

- Team player
- Problem solver
- Multi-tasker
- Proficiency in completing assigned tasks
- Self-efficient
- Detail oriented
- Retention of information

BENEFITS:

- Medical, Dental and Vision
- 401(K) (Company Match/Contribution without match)
- Paid Time Off (PTO) and Holidays
- Financial Bonus Structure