

## **COSMOIND USA, INC**

**1941 Haw River Hopedale Rd**

**Burlington NC 27215**

### **Contact info**

**Sue Kim** ([sue@cosmoindusa.com](mailto:sue@cosmoindusa.com))

## **Outside Sales Representative**

### **Position Summary**

The position of outside sales representative is accountable for all aspects of managing the relationship with assigned commercial and industrial customers. The objective of this position is to provide customer satisfaction and loyalty through effective implementation of account management strategies and to seek new opportunities continuously.

### **Essential Responsibilities**

- Develop and implement effective account management strategies including territory management and identification of key decision makers and Influencers.
- Manage your time to continuously seek new opportunities.
- Originate new business by identifying customer prospects.
- Respond to all assigned customer inquiries.
- Negotiate and close sales.
- Meet with and report to supervisor on a regular basis.
- Maintain a proactive, outgoing, positive, and social persona.
- Learn the technical aspects of the product.
- Conduct sales/account management activities including product demonstrations and attending customer onsite meetings and gas shows.
- Other duties, responsibilities, and activities as assigned.

### **Minimum Requirements**

- Requires BA/BS degree with technical or business-related emphasis or combination of education and sales/marketing work experience. Minimum three years of experience in sales/marketing with proven results required.
- Excellent verbal and written communication skills.
- Travel throughout the territory is required.
- Excellent networking skills and the ability to build lasting customer relationships.

- Strong track record of building collaborative relationships with internal peer groups and external customers and partners.
- Comfortable with a highly dynamic and changing work environment.
- Microsoft Office skills are required.

### **Relevant Work Experience**

3-5 Years