



Title: Account Sales Representative

Job Location: Needed in each branch – Atlanta, Medley, Orlando

Employment Type: Regular Full-Time

Position Summary:

Develop relationships that lead to new business in the marketplace. Primary focus will be on end users, commercial office furniture dealers, designers, architects, facilities managers, construction companies, large private & public corporations and institutional accounts.

Responsibilities:

- Develop monthly sales strategy
- Generate sales leads by networking, cold-calling prospects, managing/using online business solutions websites and building relationships as part of a coordinated sales strategy
- Make outbound calls to potential customers by telephone, fax or e-mail to qualify leads to sell products and/or services in an effort to increase sales revenue
- Meet or exceed required number of outbound sales calls per day
- We are looking for someone who can do cold calls, sales activities; appointments, proposals, and close the sale.

Requirements:

- Successfully pass a criminal background check and drug screening prior to hire and must have a valid Driver License
- Knowledge of the office furniture industry and 3+ years of demonstrated successful sales growth
- Be a progressive self-starter with the ability to work independently in a fast paced environment
- Possess strong communication and organizational skills in addition to strong business planning and business development skills
- Proven ability to manage and develop relationships
- Proven track record of success in business to business sales in a professional sales environment. analytical thinker with creative problem solving aptitude for overcoming business challenges
- Have a sound foundation in report analysis with excellent understanding of sales and marketing function
- Honest and ethical, career focused, self-motivated, resilient, positive, and who is customer focused and looking for a great opportunity with a dynamic company
- Strong desire to work in a customer focused and consultative sales environment with time management and problem solving skills
- MS Office Suite

Application Instructions:

Please send your resume and a cover letter to info@wegmangrp.com

****We are an equal opportunity employer and a drug free workplace. Each one of our uniformed staff has had to pass stringent drug and criminal background screenings.***