

## Outside Sales Representative

**Are you currently working in Outside Sales and want to learn more about how you can become the next member of our amazing sales team?**

Due to companywide growth, Formax has an immediate opening in our retail sales division working in our Dover, NH location two days per week and traveling throughout assigned territory the remainder of the week.

**As part of our highly motivated sales team you will enjoy the following:**

- Competitive base salary and uncapped commission plan
- Matching 401k program
- Benefits package including affordable health, dental and vision plans
- Car allowance
- Specialized training program alongside our highly talented sales management team
- Excellent opportunities for advancement and professional growth
- Paid holiday and vacation time
- Positive team work environment
- Exclusive territory
- Opportunities to participate in community events

**What you need to bring to the table:**

- Strong customer service skills
- Consultative selling and closing skills
- Solid computer skills such as email and Word required
- Excellent communication, negotiation, persuasion, and partnering skills

**Candidates should also display the following:**

- Accountability, personal and professional
- Proactive approach
- Adaptability and flexibility
- Strong communication skills/sincerity/candor
- Attention to detail
- Lead generation skills
- Ability to identify market potential

**Responsibilities include:**

Identify market potential by qualifying accounts. Initiate sales process by reviewing current situation, making initial presentation and understanding account requirements. Close sales by building rapport with potential clients, explaining product and service capabilities, overcoming objections and preparing contracts. Expand sales in existing accounts by introducing new products and services, developing new applications. Contribute information to market strategy by monitoring competitive products and reactions from accounts. Recommend new products and services by evaluating current product results; identify needs to be filled. Update job knowledge by participating in educational opportunities.

**Education Requirements:**

High School Diploma required  
Associate's Degree or Bachelor's Degree preferred

Please email resume to HR Associate Karie Murphy at [kmurphy@formax.com](mailto:kmurphy@formax.com). No phone calls, please.