

Job ID:	345RK
Job Title:	Sales Representative
Degree Requirements:	Bachelor's Degree in Business
Years of Experience:	5
Type of Position:	Direct Hire
Location:	Rome, GA Area
Salary Range:	Depends on your experience and expertise
Travel Required:	25%

Please help the reader (s) of your résumé by telling us what your employers do / did to make money. Do not assume that the reader knows what your employers do / did.

One or Two sentences will suffice.

Our Rome, GA area client is searching for a Sales Representative who has a Bachelor's degree in Business and a minimum of 5 years direct sales experience for a Manufacturing company. It is expected that up to six (6) months in the position is required to become proficient in most phases of the job. Some overnight travel (automobile and air) customer entertainment will be required (potentially with short notice).

The MUST HAVE REQUIREMENTS for this position are:

- * 5 years direct technical sales experience for a manufacturing company
- * Bachelor's Degree in Business
- * In depth understanding of Sales Process & vendor relationships
- * Outstanding communications (verbal & written) skills
- * Outstanding negotiation skills
- * Expertise building & using large Microsoft Excel spreadsheets to build data for sales presentations, pricing, & tracking

A plus in this position will be prior steel sales experience.

Reporting directly to the Sales Manager, the RESPONSIBILITIES of this position include but are not limited to:

- * Using continued & regular contact with present customers Drive & Expand Sales
- * Expand Customer base through prospecting & networking
- * Customer research for (quoting, pricing, technical support, sales presentations using PowerPoint)
- * Negotiation of advantageous terms for employer (pricing, delivery, shipping costs)
- * Meet deadlines continually reprioritizing priorities
- * Follow market trends & forecasts

If you meet these requirements and wish to be considered for this position, send your résumé, that **includes what your employers do to make their money**, to us in a Word document without Headers / Footers, or Text Boxes at Resumes AT PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email.

In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your *MINIMUM* salary requirements.

KEY WORDS:

Sales, Steel, Prospecting, Growing Sales, Rome, Georgia, Short Term Sales Cycle, Long Term Sales Cycle