

<b>Job ID:</b>	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](http://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