

United States Jobs Expertini®

Outside Sales Representative

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Company: BDI

Location: Groton

Category: other-general

Bearing Distributors Inc. (BDI) is the leading and fastest growing privately held global supplier of industrial products and services to companies throughout the world. Our commitment to customer service and technical expertise have been the trademark of our success and global expansion.

BDI's Brand is Success Made Easier. This is our promise to our Customers, our Team Members, our Suppliers, and our Shareholders. Everything we do focuses on delivering Success to each group.

BDI Team Members can expect industry leading benefits including competitive pay, exceptional variable compensation programs, health benefits, 401(k) and profit-sharing program, maternal and paternal leave programs, tuition reimbursement, referral bonuses, and many more. All in an exciting and everchanging entrepreneurial environment.

Job Definition:

An Outside Sales Representative is responsible for the successful growth of the customer base within a defined geographical territory by establishing new customers and actively servicing current customers.

Responsibilities:

Maintain and actively service existing BDI customers assigned to a specific sales

territory (this includes product quotation and problem resolution).

Capture new business opportunities within existing customers through numerous strategies, such as new product introduction, account targeting, and marketing current product lines.

Identify, actively pursue, and close new target opportunities.

Work closely with Suppliers Partners to service customers.

Use Microsoft Outlook to regularly schedule and report activities.

Document cost savings for customers and BDI.

Effectively manage time and sales territory by practicing BDI's Standard Selling Process.

Business sales planning and forecasting.

Other duties as they are assigned.

Required Qualifications:

H.S. Diploma or GED required.

Minimum 3 years in a sales environment, or in industrial supply. Industry experience is preferred.

Self-motivated and highly focused on sales results.

Strong basic computer skills, including Microsoft Office.

Exceptional verbal and written communication skills.

Works well both individually and in a team environment.

Ability to identify customer needs and provide mutually beneficial solutions.

Travel as needed within an assigned sales territory.

Ability to pass a motor vehicle record (MVR) check.

Preferred Qualifications:

Industry specific experience.

Strong product knowledge including bearing, power transmission, belting, motors, gear drives, fluid power etc.

Knowledge of the customer base that supports the current market.

Mechanical aptitude.

Passion for providing service and solutions to customers.

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