

United States Jobs Expertini®

Outside Sales Specialist - Industrial Solutions

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Company: Self Opportunity, Inc.

Location: Indianapolis

Category: other-general

Established Industrial Solutions Company

Hiring: Outside Sales Specialist - Industrial Solutions

Location: Indianapolis, IN

Salary: up to \$50,000 + Commission, NO CAP on commission

Schedule: M-F | No Nights or Weekends

Travel: Local area only | Zero Overnight

**** Company-provided essentials: Car, Gas Card, Credit Card, Laptop, and Cell Phone**

The **Outside Sales Specialist** is responsible for cultivating enduring client relationships by meeting with potential customers and addressing their needs. This role drives company growth through the strategic implementation of a sales plan, expanding our customer base, and ensuring a robust market presence. The Specialist fosters strong customer connections by partnering with clients and understanding their requirements. This position requires staying ahead by researching consumer needs and aligning them with our solutions. The Outside Sales Specialist achieves company objectives through meticulous planning, goal-setting, performance analysis, and forecasting. Additionally, they proactively generate leads, establish and nurture client relationships, and stay informed about emerging markets, trends, products, and competition. Other assigned duties are handled as needed.

REQUIRED:

3 years of outside sales experience in the industrial industry

aggressive lead generator with a hunter mentality

communication, interpersonal, and organizational skills

success as a sales representative, consistently meeting or exceeding targets

time management, prioritization, and multitasking abilities

in Microsoft Office (Word, Outlook, Excel)

driver's license

OFFERED:

Base salary up to \$50k based on experience

Excellent and achievable commission potential, NO CAP on COMMISSION

Comprehensive benefits: Health, Dental, Vision, 401k with Match

Generous Paid Time Off, including major holidays

Company-provided essentials: Car, Gas Card, Credit Card, Laptop, and Cell Phone

Work location: Indianapolis, with some office-based near central Indy and some remote from home work

No travel, except for Indianapolis city driving; no overnights

Work Schedule: Monday – Friday, no nights or weekends

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