

Territory Sales Representative

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Company: JCSI

Location: United States

Category: other-general

Territory Sales Representative

Emmegi, a globally recognized powerhouse in the manufacturing of aluminum and PVC machining equipment is seeking an exceptional Technical Sales Representative to develop and expand our sales territory. We are a company that believes in crafting exquisite systems through the amalgamation of art and technology. This role is designed for a dynamic and seasoned professional who is knowledgeable about technical products and understands the importance of providing tailored solutions to match customer needs.

At Emmegi, we value our team members and strive to create an environment where every individual feels valued. You will play a pivotal role in representing the company's high-end CNC machining products and solutions, and with your capability, you will help drive our mission of transforming the ordinary into extraordinary.

Location

Territory is through Virginia, Maryland, Delaware, DC and North Carolina

Key Responsibilities:

- Develop a robust sales strategy to penetrate your designated territory

- Identify, engage, and cultivate leads effectively, while building lasting relationships with potential customers

- Showcase your understanding of technical products through a consultative approach that ensures customer satisfaction and repeat business

Demonstrate an ability to strategize and anticipate sales needs to meet and exceed sales targets

Required Qualifications:

Minimum 2 years of sales experience within the CNC manufacturing or a similar industry

Proven ability to generate leads, initiate cold calls, and develop territories

An understanding of technical products with a knack for interpreting customer's needs through a consultative approach

Strong leadership capabilities along with excellent communication and interpersonal skills

Record of consistently meeting or exceeding sales targets

Emmegi offers a compelling benefits package along with flexible working hours. We understand that our employees' success is a direct contribute to our own. That's why we provide comprehensive training programs that equip you with the tools needed to excel in your role. With numerous opportunities for international travel, you will be able to immerse yourself in diverse cultures and environments, enriching your professional journey.

Emmegi is dedicated to fostering a culture that values every individual's story. We are committed to creating a diverse and inclusive environment where everyone is valued and respected. We encourage all qualified individuals regardless of race, color, religion, sex, national origin, gender identity, age, disability or any other protected class to apply.

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