



## **C.C. DAY SALES REPRESENTATIVE**

We are looking for a highly motivated sales associate to drive new business. There is a base salary and highly leveraged commission schedule to reward success.

### **Key Responsibilities:**

- Work with existing customer accounts providing pricing, inventory management, technical support, and general customer service
- Prospect new sales opportunities within target markets and/or territory
- Source and close new sales opportunities
- Generate leads, qualify prospects, and manage sales to increase gross margin and revenue
- Arrange sales appointments to uncover customers technical problems
- Develop solutions, and present proposition of solutions to customers
- Evaluate customer needs and build productive, lasting relationships
- Document all sales activities and maintain client database within CRM tool
- Report and provide feedback to management regularly

### **Skills and Requirements:**

- Must possess excellent communication, grammar, organization, reporting, and people-related skills
- Proven 3+ years Business-to-Business sales experience, mechanical/engineering background preferred
- Self-motivated and driven, strong work ethic
- Ability to conceptualize and communicate technical solutions both internally and externally
- Willingness to influence and negotiate with customers throughout sales process
- BA/BS degree or equivalent
- Excellent organizational, analytical and problem-solving skills; detail oriented
- High integrity and ethical behavior

Please submit resume and cover letter to [jobs@ccday.com](mailto:jobs@ccday.com)

\*please include job title in subject line

C.C. Day Company 3240 Winnetka Ave North Minneapolis, MN 55427