

REULAND ELECTRIC



POSITION DESCRIPTION

TITLE: MILITARY SHIPBOARD SALESPERSON

DEPARTMENT: SALES

REPORTS TO: VICE PRESIDENT OF SALES

MAIN FUNCTIONS:

Increases sales of Military Shipboard products.

DUTIES & RESPONSIBILITIES:

1. Personally deals with Military Shipboard customers to increase sales of Military Shipboard products.
2. Handles customer negotiations.
3. Works with other company personnel as necessary to develop sales, manage customer service, quality, and delivery issues.
4. Prepares quotes to present to customers under the established guidelines.
5. Provides information necessary for the customer and Direct Sales to secure the order.
6. Develops rapport with inside personnel in order to provide excellent customer service.
7. Travels a minimum of 15 business days per month to increase sales and maintain excellent customer service.
8. Recognizes opportunities for the sale of other Reuland Electric product and forwards those opportunities to the appropriate personnel.
9. Files necessary reports as required.
10. Completes expense reports in accordance with Company policy.
11. After Reuland training, will have good application knowledge for all products offered by Reuland Electric to the Military Shipboard industry.
12. Become an expert in applying Reuland Electric product to solve customer needs.

QUALIFICATIONS:

1. Excellent communication skills both written and verbal.
2. Selling experience is desirable but not required.
3. Has the ability to cover travel expenses on personal credit card pending Company reimbursement.