

MBA Home Building and Remodeling Show - Job Posting

Company Name: Surfaces by Pacific

Job Title: Sales Associate

Pay range (optional):

Start 01/23/2023

Company Website: <https://www.surfacesbypacific.com>

Contact for job posting: Gandhar Gosavi
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**Job description
and information:**

Duties/Responsibilities:

- Develops and maintains relationships with potential and existing clients.
- Identifies and locates new clients through a variety of methods including networking and cold calls.
- Develops and implements strategies for sales in an assigned region or industry.
- Applies knowledge of the field and product features to match products to the needs of clients.
- Answers inquiries from clients concerning products, their uses, and the industry at large.
- Provides information, quotes, credit terms, and other bid specifications to clients.
- Collaborates with purchasing departments, managers, and other staff to confirm that orders are processed with accuracy and efficiency and that products are distributed properly.
- Periodically prepares and reports results, status of accounts, and leads to manager.
- Performs other duties as assigned.

Required Skills/Abilities:

- No prior experience necessary.
- Excellent verbal and written communication skills.
- Excellent sales and negotiation skills.
- Thorough understanding of technical or scientific products to be sold.
- Organized with attention to detail.
- Proven ability to build and maintain relationships with clients.
- Proficient with Microsoft Office Suite or related software.

Physical Requirements:

- Prolonged periods of sitting at a desk and working on a computer.
- Must be able to lift up to 15 pounds at times.
- Travel to meet with clients or potential clients will be required on occasion.

We are Team #BePacific a business and we value our team all its members and we believe in supporting our team.

As Success doesn't come from what you do occasionally. It comes from what you do consistently.

Please DO NOT apply if:

You like perfect structure all day, every day. Our industry and this position especially, cannot possibly be structured.

Roll with the punches, my friend!

You like to blame others for everything. We all make mistakes. Own it, learn from it and move on.

Don't be selfish and throw tantrums like a toddler.

Confidence is in us telling you what to do. Insecurity is you replying that is not my job.

Good listeners are more valuable. Instructions are clearly provided in the process to make you successful. Good listeners are only valuable to us.

You like drama!

Please apply if:

You have a passion for believing in the company and its products.

You are humble, strongly driven

You are a good listener

You go to work for more than just a paycheck

Always on the go.

If you do not like to gossip and if you mind your own business.

Willing to learn, disciplined and punctual.

Adapt to extremely challenging tasks.

You are organized, efficient and prompt

Your eye for detail is second to none.

You get s**t done! Simple as that.

You were not offended by anything mentioned in the list above