

Custom Sales Representative – Independent Outside Sales

New York NY, Chicago IL, Atlanta GA, Dallas TX and Portland

International E-Z UP, Inc., the #1 Best Selling Instant Shelter® In the World™, is the leader and founder of the Instant Shelter® industry category. E-Z UP represents Quality, Innovation, and Exceptional Service. E-Z UP is the leader in custom printed shelters and shelter accessories as well as flags, signs and banners, table covers and other products produced in our own state-of-the-art facility in Norco, CA. Our customers include Fortune 500 companies as well as businesses and organizations of all sizes in over 30 industries.

Job Summary

As an independent E-Z UP Custom Sales Representative, you will be responsible for the acquisition of new business, while maintaining and growing existing relationships within a defined market. The ideal independent sales representative will be proactive in developing new business opportunities, making sales calls, building strong relationships with existing customers, and representing the company at networking and trade events. The position is results-oriented with a high emphasis on achieving establish sales targets. The ideal candidate has a proven track record of sales success and a drive to seek out and grow the account base.

Essential Duties and Responsibilities

- Use available internal and external resources to develop new business targets
- Conduct client-site sales presentations when required
- Follow up on local leads within 24 hours of client inquiry
- Represent company at networking and trade shows as necessary
- Utilize relationships to build revenue-producing opportunities
- Attend or participate in office sales meetings as necessary (limited)
- Develop and enhance relationships with key accounts

Qualifications

- Ability to identify prospects, present products and close sales
- Good personal presentation
- Excellent communication skills
- Good organizational and time management skills
- Requires a degree in a related field or equivalent experience
- Good PC skills including knowledge of MS Word, MS Excel, Outlook or similar e-mail program
- Proficient in the use of mobile CRM systems

Compensation

- Competitive Commission and Incentives

Territory

New York NY, Chicago IL, Atlanta GA, Dallas TX and Portland. Reports to Headquarters in Norco, California.

Contact

Any interest in pursuing this excellent opportunity, please email your resume to erichernandez@ezup.com or fax to 951-779-7921. Local independent sales representatives only please.