

Azelis A & ES (Red River Specialties, Inc.)	
Employee Name:	
Division:	<input type="checkbox"/> Forestry <input type="checkbox"/> Vegetation Management <input checked="" type="checkbox"/> Range and Pasture <input type="checkbox"/> Operations
Primary Work Location/Contract:	Various
Job Title:	Technical Sales Representative
Position Type:	<input checked="" type="checkbox"/> Full-time <input type="checkbox"/> Part-time <input type="checkbox"/> Seasonal <input type="checkbox"/> Hourly Other (<i>specify</i>): _____
Job Summary:	This position is responsible for contacting and calling on all existing and potential customers in the representative's assigned geographical territory, and performing related assignments for the purpose of selling and servicing our products and services.
Summary of essential job functions:	<ul style="list-style-type: none"> ○ Provide superior customer experience ○ Meet sales plan ○ Forecast inventory needs
Job Duties	<ul style="list-style-type: none"> ○ Manage time effectively to assure that all potential customers and all buying accounts are called on with appropriate efficiency ○ Achieve a high level of sales efficiencies by continually identifying and exploiting profitable sales opportunities ○ Optimize sales results by identifying, prioritizing, and selling products that yield the most profitability to the company and by disengaging from sales and services which do not fit the company's focus or profitability objectives ○ Achieve and maintain a high level of responsiveness and follow-up to customer needs ○ Develop and maintain a high level of product knowledge by reading and studying product data sheets ○ Achieve a level of expertise, so as to act as a problem solver for customers, thereby increasing value to the customer ○ Establish relationships with all personnel at each key account and sustain the relationships to assure continuity ○ Maintain pipeline report of potential sales opportunities ○ Participate with Vice President of Sales in developing goals and short-term targets to increase sales volume with each customer and in developing and implementing sales strategies to accomplish them profitably ○ Schedule and make joint sales calls with supplier company personnel on key customers. Objective to introduce new products and discuss existing products resulting in increased sales ○ Work with warehouse personnel to forecast inventory to ensure inventory goals are met at yearend ○ Manage the administrative functions and responsibilities of job to comply with all company practices, policies, and procedures ○ Support the company's goals to improve customer satisfaction, reduce rework, and improve profitability ○ Establish, develop and sustain effective relationships with associates within the company

Minimum Requirements, Skills, Software Knowledge, Equipment Training, Certifications or Physical Demands:	<ul style="list-style-type: none"> ○ Bachelor's degree from an accredited four-year college/university ○ 5 or more years field sales experience ○ Industry experience preferred ○ Demonstrated ability to work as a team member ○ High moral and business ethics orientation ○ Computer skills, Microsoft Office experience
Skilled Required:	<ul style="list-style-type: none"> ○ Organizational skills ○ Customer Service ○ Communication skills (written and verbal) ○ Demonstrated ability to work as a team member ○ High moral and business ethics orientation ○ Sales experience
Reports to:	Tyler Bowen
Manages:	
Comments:	
Reviewed by: Name: _____ Signature: _____ Date: _____ Approved by: Name: _____ Signature: _____ Date: _____	
Disclaimer: <i>The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed. Employees may perform other duties as needed to meet the ongoing needs of the organization.</i>	