

## Sales Associate Position Description

<b>Company</b>	E-N-G Mobile Systems, LLC	<b>Title</b>	Sales Associate
<b>Reports to</b>	Sr. Sales Manager	<b>FLSA Classification</b>	Non-Exempt
<b>Office Location</b>	Fayetteville, NC	<b>Hours of Work</b>	8:00am – 5:00pm Monday through Friday

### Job Overview:

**Work independently and collaboratively with a highly skilled Specialty Vehicle and Trailer manufacturing team to identify, recruit, and acquire new private sector and government clients for a successful and growing manufacturer of mobile technology solutions.**

**Provide full support needed for the Sales team.**

### Job Responsibilities:

- Develop an understanding of the company’s products and service offerings, leveraging business development expertise and identifying opportunities with potential end users and agency clients. Training on the company’s specific products will be provided.
- Meet or exceed minimum performance goals as established by Sales Management.
- Develop an in-depth understanding of each client’s mobile specialty vehicle needs.
- Develop new business and grow existing client business through exceptional service, relationship management and solutions delivery.
- Deliver strong, effective sales presentations to key client influencers and decision makers.
- Grow the company’s market share through cold calls, referrals, lead follow-up, etc.
- Organically develop and maintain a database of new prospective clients.
- Work with a cross-functional teams to develop and present complex sales proposals including product design, terms of sale, delivery schedule and timeline, etc.
- Identify industry trends, new market opportunities, and new products and services through market research, trade publications, and participation in industry shows or expositions.
- Develop data relative to marketing trends, reports, competitive products, and pricing.
- Effectively collaborate with all departments within the company, i.e., engineering, materials procurement, inventory, operations, finance, and accounting, etc.
- Promote and follow-up on all Service, Repair and Parts departments and coordinate with customer warranty personnel in close collaboration with the head of Operations, Production and Service & Repairs supervisor.
- Assist the sales department in monitoring and response to various contracting vehicles (GSA, HGAC, BidNet, etc.)

## Qualifications:

- Bachelor's degree in Business, Sales and Marketing, Communications or a related field is preferred.
- 5 or more years of successful sales and business development experience, along with a strong "Hunter" mentality and professional attitude and work ethic.
- Familiarity in dealing with government agencies for the delivery of goods and services to federal, state, or local agencies is a plus.
- Experience with GSA, HG-AC and other procurement systems is a plus.
- Knowledge and experience in technology products, advanced mobile technology and utilities services vehicles is highly desirable.
- Experience with automotive products, chassis and custom trailers is a plus.
- Balanced combination of strategic planning and tactical execution capabilities.
- Proficiency in Microsoft Office Suite and willingness and ability to learn new applications, such as "Smartsheet Project Management" and other tools is required.
- Highly motivated, competitive self-starter with strong time-management and multi-tasking skills.
- Experience in representation and participation in industry-related conferences, trade shows and events.
- Solutions-driven, positive, and can-do attitude.
- Ability to manage priorities and meet objectives and deadlines.
- Strong attention to detail, organizational, analytical, problem-solving and project management skills.
- Excellent written and oral communication and presentation skills.
- Must be flexible and adaptive to shifting priorities and schedule.
- Some travel expected including overnight stays.
- This is a full-time position based at our Fayetteville, NC facility or in a remote home office setting (with management approval). Frequent travel to E-N-G's manufacturing facilities for sales meetings and customer interaction will be required.

*This job description in no way states or implies that these are the only duties to be performed by the employee incumbent in this position. The employee will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments.*

*A review of this position has excluded the marginal functions of the position that are incidental to the performance of fundamental job duties. All duties and responsibilities listed above are essential job functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbent will possess the skills, aptitudes, and abilities to perform each duty proficiently. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities.*

*This document does not create an employment contract, implied or otherwise, other than an "at will" relationship.*

*All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, or disability status.*

*E-N-G Mobile Systems is an Equal Opportunity Employer: Female / Minority / Disability / Protected Veteran / Sexual Orientation / Gender Identity*