Outside Sales Representative - Great Opportunity for a Service Tech Looking to Grow into Sales!

Remote · US · Full-time · **$80k**

Outside Sales Representative - Great Opportunity for a Service Tech Looking to Grow into Sales!
Location: Remote; Must reside in Kansas or Missouri
Benefits: Medical (company pays 90% of employee's premium), HSA, Life, 401k (Safe Harbor), Profit-Sharing, Holidays, PTO
Base Salary: $80,000 + Uncapped Commissions (1st Year OTE: $90k-$100k)
Job Type: Full-Time
Territory: Primarily KS & MO with some coverage into SE Colorado and Nebraska
Sponsorship not available

Outside Sales Representative (Service Technician or Propane Sales Exp. Req.) Description

Our client, a leading supplier of propane equipment, is looking to hire a Sales Representative to build their presence in the South-Central region, a new market for the company. They understand that a strong foundation in the propane industry is what makes a successful salesperson. That's why they've had a great track record of helping people with service and technical backgrounds transition into sales, giving them the opportunity to leverage their product knowledge, build customer relationships, and increase their earning potential through commissions. You'll be joining a smaller, established company with a great reputation in the industry. This is a true business development opportunity, with a strong focus on hunting for new accounts. You'll have the autonomy to build and manage your territory, along with the opportunity to earn well beyond your base salary through an uncapped commission plan. As the region grows, **you'll have the potential to earn in line with other members of their sales team, around $150,000 to $180,000 over the next few years.**

Outside Sales Representative (Service Technician or Propane Sales Exp. Req.) Responsibilities

- Develop new business and grow sales within the assigned territory
- Build and maintain strong relationships with existing customers
- Visit customers regularly, with a goal of every 6 to 8 weeks
- Educate customers on propane equipment, products, and solutions
- Provide technical guidance and product support to customers
- Identify opportunities to grow sales within existing accounts
- Follow up on leads and develop new customer opportunities
- Partner with inside sales to support customer needs and orders
- Manage customer activity, prospects, and sales opportunities in the CRM
- Travel extensively throughout assigned territory to meet with clients
- Attend trade shows, customer events, and industry meetings

Outside Sales Representative (Service Technician or Propane Sales Exp. Req.) Qualifications

- 3+ years of service or sales experience in the propane industry
- Strong knowledge of propane equipment and systems
- Willing and able to travel extensively throughout the territory, primarily in Kansas and Missouri, with some overnight travel required
- Driver's License required

Apply: https://twonice.hire.trakstar.com/jobs/fk0zldt/?apply=true

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