**Region:**

Magic Valley

**Job Title:**

Sales Representative

**Location:**

Twin Falls, Idaho

**Reporting to:**

Business Unit Manager

**Responsibilities:**

Job Description:

Sell & promote Personnel Plus staffing & value-added services to meet or exceed

both short term & long term goals in an established territory as well as grow this

territory.

Plan sales & gross profit activities on a long-term basis. Develop objectives and

action plan for accounts.

Have accurate, detailed &comprehensive knowledge of the potential of each

account in assigned territory. Make sales calls on customers & prospects at a

frequency that will place us in the preferred position.

Develop proposals in a timely, accurate and professional manner and deliver as

requested.

Develop a sufficient number of high potential prospects to guarantee future sales

growth at greater than the market growth rate.

Develop & maintain client relationships through goal setting, sales calls and

sales/marketing programs.

Investigate and resolve all customer claims promptly. Participate in resolution with

all involved parties.

Maintain all system information in a timely, accurate & complete manner.

Maintain all customer logs and price books. Properly communicate availability

conditions and other pertinent announcements to your customers. Develop and

deliver proposals and prospectuses as necessary.

Develop a complete and comprehensive technical knowledge of all client industries

appropriate to your market/territory.

The following core competencies are key:

- Customer Focused, Action Oriented and Engaged

Sales experience & some staffing service knowledge preferred

Working knowledge of sales & negotiation techniques.

High level of professionalism

Excellent decision-making skills following established guidelines.

Ability to organize & work independently, as well as work flexible hours to support

customer needs.

Excellent interpersonal, communication & presentation skills. Problem-solving &

organizational ability a must.

Highly motivated & enthusiastic

**Business Knowledge:**

Office practices Consumer Requirements Industry experience

**Degree:**

Business Admin

Knowledgeable Knowledgeable Knowledgeable

Bachelor Degree

Desired Desired Desired

Desired

**Functional Experience:**

Sales Experience Marketing

3 years 3 years

Required Desired

**Technical Skills:**

Desktop

PC Software-Microsoft Ofc

Proficient

Required