Territory Sales Representative – Washington State

Fire-Dex’s mission is to serve those who serve. Our values include fun, integrity, respect and excellence = FIRE! We are actively seeking a Territory Sales Representative responsible for the growth and profitability of new and existing accounts. The position is based from the incumbent’s own home office within the region of Washington state.

Primary Duties Include:
- Direct sales to fire departments and other personal protection equipment (PPE) target markets
- Generating direct contact with end-users and building strong and strategic relationships
- Making sales presentations to fire departments
- Measuring fire fighters for PPE
- Occasionally hosting customer visits to corporate office and factory in Medina, OH (in between Cleveland and Akron)

What You Need:
- High school diploma, general education degree (GED)
- Ability to work from a home office, must live in or near territory (relocation not included)
- Ability to travel up to 70% of the time, including overnights
- Fire equipment sales and/or firefighting experience helpful
- Account management experience
- Communicate well with all different levels both inside and outside of the organization, including verbally and written
  - Possess strong presentation skills
- Efficient with multi-tasking, including being productive while handling re-directions and interruptions based upon business needs
- Ability to remain organized with and keep track of multiple sources of information and data
- Values, solicits, and utilizes input from others
- Possess strong problem-solving skills, including the ability to deal with problems involving several concrete variables in standardized situations
- Strong Microsoft Office experience, especially PowerPoint and Excel
- Experience with the following systems: CRM Software (Salesforce preferred) and ERP (enterprise resource planning)
- Ability to understand and interpret technical specifications
Self-motivated and action-oriented, with high energy and dedication to strong customer service and sales growth
- High attention to details
- Punctual and dependable
- Ability to forge long-term and strategic relationships
- Ability to occasionally lift and/or move up to 50 pounds due to the nature of handling product demonstrations

**What’s In It for You?**
- Variable comp package with a start-up/training base and commission structure
- Earning potential is uncapped as the territory grows!
- Full-time benefits include: health, dental and vision plans, life insurance, 401K and matching, EAP, travel expense reimbursement, vacation & holiday paid time off
- Company-issued vehicle
- Comprehensive training program

**More About Us:**
We are a family-owned, global manufacturer of head-to-toe personal protective equipment (PPE) for first responders and an Independent Service Provider (ISP) of PPE care and maintenance. Our headquarters are located in Medina, OH (in between Cleveland and Akron).

This is an excellent opportunity to make a direct impact on the growth of our business and your future!

**How to Apply:**
[www.firedex.com/employment](http://www.firedex.com/employment) or Submit resumes to: [hr@firedex.com](mailto:hr@firedex.com)

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