Territory Sales Representative – Great Northwest

Fire-Dex’s mission is to serve those who serve. Our values include fun, integrity, respect and excellence = FIRE! We’re actively seeking a Territory Sales Representative responsible for the growth and profitability of new and existing accounts. Together, we will prepare you for your own territory as a Regional Sales Manager. Based from their own home office in the Great Northwest territory, including the following states: Washington, Oregon, Idaho and Montana.

Primary Duties Include:

• Further developing sales skills and techniques and gaining in-depth knowledge of our company, products and the industry to advance to the next level and sell Fire-Dex to prospects and established distributors/customers in your own assigned territory
• Generating direct contact with end-users and building strong and strategic relationships
• Making sales presentations to fire departments
• Measuring fire fighters for PPE
• Focusing on pull-through marketing activities
• Conducting "in-field" training of distributor sales representatives
• Coordinating sales activities with dealers
• Organizing and exhibiting at local trade shows, as appropriate
• Occasionally hosting customer visits to corporate office and factory in Medina, OH (in between Cleveland and Akron)
• Gathering competitive data and sales strategies
• Traveling 110-130 days per year

What You Need:

• High school diploma, general education degree (GED) required
• 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/services sales experience
• Account management experience
• Communicate well with all different levels both inside and outside of the organization, including verbally and written
  o 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?

• Salary includes base and monthly bonus potential
• 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 rapidly growing privately-owned manufacturer of personal protection equipment (PPE) for firefighters and other emergency first responders. 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 or
Submit resumes to: hr@firedex.com

EOE | Drug Free Workplace | Background Check | E-Verify