

TITLE: Sales Executive - Inside/Outside Sales

STATUS: Full Time Regular

GENERAL POSITION DESCRIPTION: This is a full time field sales position reporting to the sales director of the company. The Sales Executives primary responsibility is selling various auto performance product lines to wholesale companies. This includes prospecting, developing sales strategies to penetrate accounts, and closing sales for our largest account opportunities.

JOB RESPONSIBILITIES: Candidates must be able to:

- Self generate new opportunities, calling on sales and marketing executives.
- Develop and implement plans and strategies for quickly developing sales territory
- Create, maintain, and provide accurate and timely sales forecasts and funnel information
- Articulate the value proposition of the product and service to convert prospects
- Close new business and foster existing customer relationships
- Attend trade shows and conferences on Edo's behalf and travel to meet with prospective clients as needed

JOB REQUIREMENTS: We are seeking candidates that have highly successful field sales experience with strong prospecting, proposal development and closing skills. They should have experience within the sales, marketing and/or auto industry.

- Requires a BA/BS degree or equivalent work experience.
- Ability to analyze, assess and address prospects needs in the enterprise accounts, while clearly establishing the value of our products and services.
- Demonstrated successful selling in a consultative/team environment and building new business within existing territory is essential.
- Dedicated, ethical and determined person that is willing to assist the customer to find success when working with Edo.
- Highly motivated and enthusiastic with strong written, verbal, presentational and interpersonal communication skills.
- Working knowledge of Word, Excel, Outlook, and PowerPoint software programs.

CANDIDATE SPECIFICATIONS:

- Sales Experience calling on Sales & Marketing Executives: 3-5 years experience with quota as one criteria
- Additional Services Sales Experience: Number of years other than selling into sales and marketing executives with quota
- Cold Calling/Prospecting: Documented ability to penetrate new accounts
- Experience Closing Medium to Large size Deals: \$50,000.00 and above
- Presence/Presentation Skills: Ability to present and develop rapport with sales and marketing professionals.
- Professional Aggressiveness: Expressed attitude to achieve - drivers
- Technical Knowledge: Knowledge and examples of learning technical solutions
- Sales Process: Display specific methods and approaches to developing accounts, territories and turning those leads and prospects into new sales and customers
- Ability to Overcome Major Sales Obstacles: Examples of achieving results
- Communication skills: ability to articulate and communicate compelling business logic
- Computer skills: Proficient at common office/MS applications and personal computing
- Contacts: Rolodex of contacts and organizations that can benefit from company's products and services

COMPENSATION: The compensation package is competitive and is based on a reward for performance structure. There are accelerators and incentives for high achievement. Base + commission.

MUST BE AUTHORIZED TO WORK IN THE U.S.

If you meet these qualifications please send resumes to

employment@edoperformance.com

or

EDO Performance, 6448 Hwy. 290E. Ste. B-107, Austin, TX 78723