



www.itssales.com

403 Matthews School Road

Winder, GA 30680

770-307-1467

**Outside Independent Sales Representative (1099)
Territory – North ½ of Alabama**

Candidates will cover all sales functions in an assigned territory: forecasts, solicits and secures orders from potential and existing customers, provides customer service, training, and product demonstrations as required. Additional responsibilities include.

- Secures orders from existing and potential customers by means of visiting the customer facility or contacting by phone, setting up product demonstrations, providing product quotes and completing RFPs (request for proposal bids) in the existing territory.
- Maintains and updates records, customer database and contacts for assigned territory.
- Establishes professional customer/vendor relationships with appropriate customer personnel (management, finance, IT, end user and other key personnel).
- Submits weekly report concerning customer-related activities for sales calls, quotes & pipeline.
- Performs all assigned duties in the assigned sales territory.
- Provides a territory sales forecast on a monthly basis.
- Responsible for maintaining and developing new accounts in territory:
- Accounts shall include: Law Enforcement, Jails, Public Safety – Fire Dept, Search & Rescue Teams, and Emerging Markets – Nursing Homes, etc.

Compensation: Unlimited Commission, mileage & travel expenses paid, plus annual bonus opportunity. Reasonable 1st year income 60 plus. Commission rates vary by product.

Candidates can live anywhere in the territory of North Alabama. This is a commission only position; candidates can carry other non competing lines.

EDUCATION AND WORK EXPERIENCE

- Outside sales experience with strong interpersonal & persuasive skills.
- Willing to travel
- Experience as an independent sales representative within the North Alabama marketplace helpful, but not required.
- Excellent communication skills, self-motivated, self-starter, sense of urgency, personable, extroverted personality, well organized.

If you are a self motivated, experienced and energetic individual that wants to blaze a trail of success this is for you. ITS is looking for individuals who want to make their mark and be leaders in the industry.

Submit resume to khagan@itssales.com for consideration.