



Sales Representative

Position Summary:

The North Hartland Tool Corporation Sales Representative responsibilities will include achieving maximum sales profitability and growth by effectively selling our services across our portfolio of companies. This position is salary plus commission.

Essential Duties and Responsibilities:

- Maintaining existing accounts through customer interaction explain the other opportunities available across the divisions
- Promotes, sells, secures orders from prospective customers through a relationship-based approach
- Contacting potential customers to introduce NVT Technologies services and products.
- Requires travel, including participation in trade shows
- Researches sources for developing prospective customers and for information to determine their potential.
- Expedites the resolution of customer concerns and problems
- Coordinates sales efforts with management
- Analyzes market's potential and determines the value of existing and prospective customers
- Maintains up to date and detailed information on contacts via the CRM
- Other duties as assigned

Qualifications:

- Must possess 2 years' experience in the manufacturing industry
- Demonstrated aptitude for problem-solving
- Ability to determine solutions for customers
- Must be results-oriented and able to work both independently and within a team environment
- Must possess excellent verbal and written communication skills
- Proficiency in Microsoft Office environment

EQUAL OPPORTUNITY EMPLOYER