

Company Name: Company Name Withheld

Job Title: Outside Sales Representative

Type: Manufacturing (NAICS 31-33)

LOCATION: Douglas, GA.**STATUS:** FT Employment**FLSA STATUS:** Exempt**DUTIES**

Responsible for generating sales through servicing and merchandising through current accounts, including promoting sales and the development of new business. Responsible for staying familiar with policies and procedures and is responsible for the supervision of the day-to-day sales interaction with customers. Service existing accounts, obtain orders, and establish new accounts to meet the needs of the customer and business. Develop objectives that are compatible with the Sales Manager's plan. Work with the Sales Manager to develop changes in the sales process that stimulate competition, simplify the system, or reduce operation costs. Respond to inquiries and concerns related to the assigned area. Aggressively develop, explore, and pursue new trends and activities within the sales process that will enhance all aspects of the sales program. Keep abreast of economic and business conditions and the effect they may have on the assigned area of responsibility and keep abreast of current trends and best practices in the assigned area. Demonstrate initiative in the performance of assigned responsibilities. Maintain adequate records and support documents to provide an adequate audit trail. Exhibit support for the Division's vision, mission, goals, and priorities. Represent the company at trade association meetings or any other event to promote products. Performs other related duties as assigned.

SHIFT WORKED

Day, Vary

WORKING CONDITIONS

Ability to stand, walk, and sit for extended periods of time. Ability to lift and/or move up to 10 pounds. Specific vision abilities include close vision, distance vision, and color vision. Must possess a valid state motor vehicle operator's license and a good driving record. Normal working days: weekdays. 40 hours per week. Normal work shifts: First (day). Overtime is required for this position. The hours for this role are Full-time, Permanent. 8-hour, day shift, Monday to Friday. No evenings. Weekends as needed.

MINIMUM QUALIFICATIONS

Applicants must have at least some college, no degree, Applicants must be at least 21, Applicants must hold a regular driving license, Applicants are required to have language skills in English at Full professional proficiency level, Applicants must possess a valid state motor vehicle operator's license and a good driving record, Applicant must produce proof of liability insurance with the applicant listed as coverage provided for upon acceptance of a position offer, Applicants must Submit to a pre-employment drug screen and background check upon acceptance of a position offer.

Ability to work in a team environment and get results through others, Ability to think ahead and plan over a 3–9-month time span, Ability to organize and manage multiple priorities, Knowledge of customer service systems and deployment. Knowledge of problem analysis and problem resolution at a functional level, Knowledge of employee training and development, Must possess a strong customer orientation, Must possess excellent interpersonal and communication skills, as well as follow-through and follow-up skills, Must display a commitment to company values, Must display proficiency in the operation of a computer, Must possess negotiation skills.

MATHEMATICAL, LANGUAGE and COMMUNICATION SKILLS:

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations. Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

PREFERRED QUALIFICATIONS

Education: Associate (Preferred).

Five (5) years' experience in a Sales environment with cold calling as their expertise (Preferred).

SALARY AND BENEFITS

Based on experience, this is a salary + commission-based position, salaried "Exempt" position, Leave benefits include Paid holidays, Vacation/paid time off and Sick, Retirement benefits include 401K, Insurance benefits include Dental, Health, Life, Disability and Vision, Miscellaneous benefits include Tuition assistance, Discretionary Profit-Sharing Bonuses and additional items to be discussed during the interview process. 401(k), 401(k) matching, Dental insurance, Employee discount, Flexible schedule, Flexible spending account, Health insurance, Life insurance, Paid time off, Tuition reimbursement, Vision insurance. Compensation Package: Bonus opportunities. Commission pay.

REQUIRED TESTS

A criminal background check will be required on applicants.

GUARANTEED INTERVIEW

No

APPLICANT INSTRUCTIONS/INFORMATION

Application Deadline: 5/30/2025

THIS IS A POSTING FOR AN EXTERNAL EMPLOYER. Although all application packets MUST be completed via the Online Job Center at https://www.easyhrweb.com/JC_Wiregrass/JobListings/joblistings.aspx some external employers may require you to also submit application documents to them directly. The position ad will contain this information. As a part of the application process, interested candidates *may* be required to upload other documents such as a resume, transcripts, etc (see job center listing for more details). This posting will be removed from the Online Job Center on the date posted above. For more information regarding this position or application instructions, please contact the Human Resources & Career Services Office at (229) 333-5356 or careerservices@wiregrass.edu

EQUAL OPPORTUNITY EMPLOYER STATEMENT

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