



*The Visibility Experts!*

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## **Sales Professional**

KD Lamp Company based in Andover, Ohio is searching for a salesperson to join our team and help increase sales, expand the customer base locally and nationally, and contribute to rapid growth. The ideal candidate will have excellent interpersonal and customer-service skills and be a representative for the company, both internally and externally. We're proud to support our salespeople not only with base salary and commission but also with opportunities for professional growth. The right salesperson for this role will be someone who has the desire to thrive while contributing to the company's success.

### **Qualifications:**

- 2+ years of sales experience
- Customer service skills
- Excellent communication and interpersonal skill, verbal and digital
- Excellent knowledge of MS Office
- Ability to build and maintain strong relationships with clients
- Self-motivated and driven to succeed
- Ability to work independently and as part of a team
- Willingness to travel, position based in Andover, Ohio

### **Responsibilities:**

- Develop and maintain relationships with new and existing clients
- Identify and pursue new business opportunities to increase sales and revenue
- Populate and maintain contacts in the CRM software.
- Use contact in CRM software to reach out to customers by using cold calls
- Become knowledgeable of company products, with the ability to promote or present to prospective customers
- Prioritizing, time management and organizational skills
- Attend industry trade shows and events to promote the company and its products
- Stay up-to-date on industry trends and advancements.
- Provide management with reports on customer's needs, problems, interests and potential for new products and services.

### **Salary:**

- Base pay, plus commissions

### **Hours:**

- 30 + per week

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