

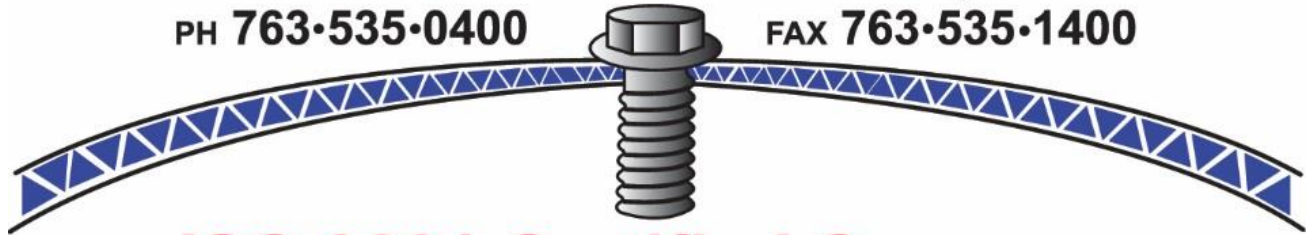
2017

# CLASS C COMPONENTS

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**ISO 9001 Certified Company**

**[www.classccomponents.com](http://www.classccomponents.com)**

*Quality • Service • Versatility*

## OUTSIDE SALES REPRESENTATIVE

### PURPOSE OF POSITION

The purpose of the Outside Sales Representative position is to plan and implement the company's marketing strategies including developing and coordinating new business, maintaining existing client relationships, establishing new business opportunities with collaborative partners and coordinating with internal staff.

### COMPANY RESPONSIBILITIES

- ☐ Provide customers with superior quality products and outstanding customer service.
- ☐ Encourage working together by communicating with all company personnel that results in being an effective team member.
- ☐ Support the responsibilities of the position at Class C Components by adhering to and implementing the corporate mission, philosophy, culture, goals, objectives, policies and procedures.

### MISSION STATEMENT

Class C Components is a customer focused Industrial Distributor who specializes in Vendor Managed Inventory programs and Supply Chain solutions for OEM's and sub-contract manufacturers. Our experienced and knowledgeable staff is committed to exceeding our customer's service expectations.

### SPECIFIC POSITION RESPONSIBILITIES

1. Responsible for meeting or exceeding sales goals and gross profit objectives, developing sales of assigned products, regularly calling on assigned accounts to generate sales of all product lines, and opening new accounts within the appropriate geographic territory.
2. Work with the company's employees in the sale of all product lines.
3. Develop quotations for customers within corporate profit objectives and guidelines.
4. Provide feedback on pricing, service, new products, quality, customer needs, and competition to the appropriate departments within the company.

5. Maintain effective relationships with suppliers and customers to promote and maintain the image and reputation of the company, ensuring customer satisfaction and resolving problems and complaints as they arise.
6. Responsible for assessing new markets, and analyzing and developing business opportunities.
7. Listens to client needs and matches them with company services. Duties include negotiating contracts, initiating proposals, and closing deals.
8. Attend and assist with sales meetings and trade shows, as requested.
9. Marketing Responsibilities:
  - a. Participate in marketing planning and strategizing for the company's product lines as requested.
  - b. Implements all aspects of the company's marketing strategies, objectives, and actions.
10. Provide accurate, timely documentation of expenses, reports, account activities, and other information as requested.
11. Perform other work related duties as assigned by supervisor or designate.