



Exercise Equipment Sales & Service

Account Sales Representative

Areas available: Savannah, Columbus, Destin

We are looking for an outside commercial sales rep for Fitness Equipment in the greater Savannah, Columbus and Destin areas. We are a professional, team-oriented company looking for the right individual who is motivated to grow our business and grow as a professional.

Job Purpose: Generates revenue by developing market potential through forecasting, lead generation, qualification, and closing sales while recommending new products and services to new and existing customers.

Account Sales Representative Job Duties:

- Identifies market potential by qualifying accounts.
- Initiates sales process by scheduling appointments; making initial presentation and understanding account requirements.
- Closes sales by building rapport with potential account; explaining product and service capabilities; overcoming objections and preparing contracts.
- Expands sales in existing accounts by introducing new products and services and developing new applications.
- Contributes information to market strategy by monitoring competitive products and reactions from accounts.
- Recommends new products and services by evaluating current product results and identifying needs to be filled.
- Updates job knowledge by participating in educational opportunities.

- Accomplishes marketing and organization mission by completing related results as needed.

Compensation is 100% commission.

To apply for this position, please send your resume to info@wearefitnesspro.com