

Job Description - Territory Sales Representative

Summary: Carts & Parts, Inc. is expanding and looking for a Territory Sales Representative to join our team. Candidates will achieve maximum sales and profitability through growth and account penetration by effectively selling Carts & Parts products and services. This is a great career opportunity with room to grow at the company.

Primary Responsibilities:

- Establish, develop, and maintain business relationships with current and prospective customers within a designated territory.
- Promote, sell, and write-up orders for both existing and new customers.
- Learn and apply all company's products and services with an emphasis on Unarco shopping carts and Cartwipes.
- Prepare presentations, proposals, and quotations for all products and services.
- Present products and services to existing and potential customers and assist in selecting those best for their needs through face-to-face meetings, phone calls, email, and video conferencing.
- Conduct a minimum of five face-to-face presentations per week.
- Develop new customers by cold calling, e-mail, and following up with leads.
- Plan and organize daily, weekly, and monthly schedules to adequately cover assigned territory.
- Resolve customer complaints by investigation issues and proposing solutions.
- Participate in marketing meetings and trade shows to grow personal knowledge of industry.

Qualifications:

- Have a valid driver's license.
- Minimum of five years of sales experience.
- Must be able to travel as needed.

Benefits:

- Competitive base salary
- Health insurance
- Simple IRA and company match
- Paid time off

Carts & Parts, Inc. is a diversified company comprised of several divisions that provides shopping carts, supermarket equipment and maintenance services. The company offers a wide range of products for retail and grocery store operations nationwide and is committed to supplying top quality products backed by exceptional customer service. We pride ourselves in demonstrating extraordinary responsiveness to our customers while delivering a high standard of workmanship on all our products and services.

The foundation of Carts and Parts, Inc. has always been about building long-term relationships. We have been America's source for shopping carts and more since 1977.