

Outside Sales Representative - Truck Equipment

Company Description:

A & K Equipment Co Inc. is a leading provider of high-quality truck equipment, serving automotive dealerships, leasing companies, and fleets across New Jersey. With a focus on innovation, reliability, and exceptional customer service, we are committed to delivering top-notch solutions that meet our clients' needs and exceed their expectations.

Job Description:

We are seeking a dynamic and results-driven Outside Sales Representative to join our team. As an integral member of our sales force, you will be responsible for promoting and selling our range of truck equipment to automotive dealerships, leasing companies, and fleets. The ideal candidate will possess a passion for sales, a strong understanding of the automotive industry, and the ability to cultivate long-term relationships with clients.

Key Responsibilities:

- Develop and implement a strategic sales plan to achieve sales targets and expand market share within the assigned territory.
- Identify and prospect new customers, including automotive dealerships, leasing companies, and fleet operators, through cold calling, networking, and referrals.
- Build and maintain strong relationships with existing clients, understanding their needs and providing tailored solutions to enhance their business operations.
- Conduct product demonstrations and presentations to showcase the features and benefits of our truck equipment offerings.
- Collaborate closely with the internal sales team to ensure seamless customer experiences and timely order fulfillment.
- Stay updated on industry trends, market conditions, and competitor activities to inform sales strategies and maintain a competitive edge.
- Prepare accurate sales forecasts, reports, and other documentation as required by management.
- Represent the company at industry events, trade shows, and conferences to promote brand awareness and generate leads.

Qualifications:

- Proven track record of success in outside sales, with at least 3 years of experience selling automotive or related products/services.
- Strong understanding of the truck equipment industry, including knowledge of various truck body types, accessories, and customization options.
- Excellent communication and interpersonal skills, with the ability to effectively engage with diverse stakeholders at all levels.
- Self-motivated and goal-oriented, with a demonstrated ability to work independently and drive results in a fast-paced environment.
- Proficiency in CRM software, Microsoft Office Suite, and other sales tools/platforms.
- Valid driver's license and willingness to travel extensively within the assigned territory.

Benefits:

- Competitive base salary plus commission structure.
- Health insurance, 401k savings plan with company match, and other benefits package.
- Ongoing training and professional development opportunities.
- Company vehicle, laptop, and mobile phone provided.
- Exciting opportunities for career growth and advancement within a rapidly expanding organization.

If you are a passionate and driven sales professional with a knack for building relationships and closing deals, we want to hear from you! Please submit your resume and a cover letter outlining your qualifications and why you are the ideal candidate for this position. We look forward to welcoming you to our team at A & K Equipment Co Inc.