



OUTSIDE SALES REPRESENTATIVE ARMY FT. RILEY

Responsibilities

- Represent ADS products and services both to existing and new military customers
- Carry out direct sales activities in order to meet company defined quotas
- Provide management with sales plan on a monthly basis
- Make extensive cold calls, face to face and via telephone – should spend large amount of time prospecting to develop new business
- Work with Inside Rep to generate quotes for customers and assist them in identifying optimal funding vehicles
- Provide outstanding customer service, regularly following up on closed sales to ensure delivery and quality were as promised
- Become a “product expert” and maintain a personal product database
- Monitor and report on market and competitor activities

Minimum Requirements

- Minimum 2 years of experience selling to military customers
- 2 years experience with MS Office tools, email, etc.
- Must be able to meet with customers outside under all weather conditions and must be able to travel by car and plane for long distances from city to city and state to state; expected travel: minimum 3 days per week.
- Bachelors degree preferred, but prior military experience may be substituted

Desired Qualifications

- Must be an excellent communicator both in writing and in person
 - Needs to understand basic business financial concepts and to be able to budget own expenses in a cost effective manner
 - Able to use customer and prospect contact activities tools (CRM systems) and update relevant information held in these systems as required
 - Absolutely must be a self-starter with a will and desire to be the best at what you do
 - Understanding of government contracts and purchasing vehicles desired
- Prior Oracle experience desired