



Position Profile: Sales Representative, Entry Level

Location: Brentwood, NH

Date Posted: November 29, 2011

Company Summary

Established in 1980, Summit Supply is a growing company that caters to the restaurant, hospitality and institutional trades. We specialize in warewashing, cleaning, on-premise laundry and paper products. For more than 30 years, we have served Northern New England, including New Hampshire, coastal Maine and Northeastern Massachusetts, and now boast more than 500 customers.

Position Summary

This salaried position will be primarily responsible for qualifying sales leads, generating new sales prospects, and implementing new sales initiatives to existing customers. Additionally, this person will be responsible for scheduling appointments between sales prospects and the company sales director. There will be daily interaction with the company owner, employees, and customers.

General Responsibilities

- Utilize existing sales and marketing tools to generate new sales prospects
- Schedule prospective customers to meet with company sales director
- Implement new sales programs with existing customers
- Help develop and execute new sales and marketing strategies
- Work closely with Alliance Members and Distribution Partner to generate new sales opportunities
- Work closely with office administrative staff to coordinate prospecting activities and scheduling of appointments
- Other projects as required

Qualifications

- Strong communication and customer service skills, including written and verbal
- Friendly, outgoing and personable with a positive and can-do attitude
- Team oriented and ability to embrace company core values and culture
- Attention to detail and strong follow-up skills

Interested candidates can visit us at www.summitsupply.us and should send resume to admin@summitsupply.us