



Job Title:	Machine Consultant	Contact:	Denise Pettley
Department/Group:	Sales	Location:	385 N 700 W, NSL, UT 84054
Level/Salary Range:	Commission	Position Type:	Full-time
Date posted:	Click here to enter a date.	Posting Expires:	Click here to enter a date.

Job Description

MACHINE SALES CONSULTANT

We are looking for highly organized, driven individuals who thrive in a collaborative team environment and enjoy finding solutions for our customers. Industry experience preferred, but not necessary.

RESPONSIBILITIES

Sales Associate will:

- Be assigned to work a geographic territory under the direct supervision of an RMT Regional Manager and is responsible for selling RMT branded machines, associated equipment, and used equipment.
- Be assigned a territory to prospect in, including any inbound leads in that area.
- Primary responsibilities will be to sell machinery and perform all aspects of sales, including initial contact and effective follow up for assigned accounts.
- Plan, execute and manage effective sales strategies to reach or exceed account growth and revenue expectations.
- Resolve customer inquiries and complaints.
- Establish, develop, and maintain relationships with current customers and prospective customers to generate new business.
- Make telephone calls and in-person visits and presentations to existing and prospective customers.

QUALIFICATIONS

Skills and Abilities Required:

- Excellent communication skills.
- Ability to manage and prioritize multiple tasks and projects.
- Strong professional, ethical and personal integrity.
- Computer skills with all MS Office products, familiarity with CRM platforms.
- Ability to build rapport with clients.
- Understanding of sales process.
- Strong negotiation skills.
- Deadline and detail oriented.
- Availability to travel around 1 week a month.

OTHER REQUIREMENTS

High school diploma or equivalent, and one to two years of related experience. Applicant must also have a good driving record, valid driver's license, and reliable vehicle. This is a commission position.



ADDITIONAL INFORMATION

Revolution Machine Tools (RMT) offers benefits and significant growth opportunities. We are looking for highly organized, driven individuals who thrive in a collaborative team environment and will provide a great experience to our customers. Check us out at <http://www.rmtus.com>

Revolution Machine Tools (RMT) is a metal fabrication machine tools company. We have partnered with leading manufacturers to build our designs to our stringent specifications in state of the art manufacturing facilities. RMT is supported by an ever-expanding team of industry professionals, which include sales, service, parts, design, marketing, and support. Together, we are creating a Revolution in the Machine Tool industry.

At Revolution Machine Tools, it is our passion to help others succeed. We are looking for highly organized, driven people to join our team.

Last Updated By:	Denise	Date/Time:	5/19/21
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