

## We're Growing – Looking for a Sales Representative

889 Global Solutions is a contract manufacturer proudly headquartered in Columbus, Ohio. Sixteen years ago, we began our mission to help North American businesses increase their profits and improve their supply chain efficiency. At 889 Global Solutions, we believe it takes a strong work ethic, qualified people, and a true passion for manufacturing to continue to provide the level of service our clients have come to expect.

We are seeking a fulltime Sales Representative to join our team. The Sales Representatives initiates and develops relationships with prospective customers to procure quoting opportunities and bring those opportunities to a close. The position will call on manufacturers to sell 889's superior services. The ideal candidate will be experienced in selling for the oil and gas, healthcare, food service, material handling, and/or general industrial industries.

If you are looking for a career with a company that has remained a small business at heart by valuing our employees first and foremost, 889 Global Solutions may be right for you. We are a diverse team of professionals dedicated to our core values:

1. We provide our clients excellent service by deeply understanding and addressing their needs.
2. Every employee contributes to our success by working together to solve problems and complete the 889 Process.
3. Open communication within our organization fosters creativity, flexibility, and fun.
4. Knowledge and high moral value are the basis of our relationships with clients, coworkers, and vendors.
5. We provide a unique work environment to promote mutual growth for both our customers and our employees.

The advantages of working at 889 Global Solutions extend beyond a very attractive benefits package. In addition, we offer employees:

- A relaxed open-door culture working with great people
- A strong commitment to continuing education and professional development

Key responsibilities include:

- Investigate prospects regarding their production needs to identify quoting opportunities
- Promote customer understanding of quote package to close opportunities
- Achieve cold call metrics to develop an initial book of business
- Identify the customer and decision maker within an organization to initiate a quote opportunity
- Build relationships via direct meetings, telephone and email, displaying effective verbal and written skills and maintaining those relationships through the entire sales process
- Work cohesively with other team members, including project managers who calculate pricing and manage the project plan

- Maintain a record of customer contact and communicate status of work on a daily and weekly basis with an organized and strategic approach to customer follow-up

#### Essential skills:

- Minimum of 3 years of sales experience in the OEM sector, including metal fabrication, general industrial manufacturing, healthcare, restaurant equipment manufacturing, and/or the oil and gas industry with existing relationships with potential clients in these areas
- Ability to consistently achieve metrics while maintaining other priorities
- Superior communication skills – written, on the phone and in person
- Four-year degree or equivalent experience
- Aggressive sales mindset
- Successful sales history
- Independent and self-motivated
- Ability to contact new customers (“cold call”)
- Experience with Client Relations Management software (i.e. Salesforce)
- Community or professional association involvement

#### Compensation and Benefits

We offer a competitive base salary, and the opportunity to earn a generous commission. Benefits include Medical, Dental, and Vision Insurance, vacation, and paid time off.

Candidates must be legally authorized to work in the United States without sponsorship. This position is physically located in central Ohio and no relocation is offered.

*889 Global Solutions is an Equal Opportunity Employer and does not discriminate based on military or veteran status or any other legally protected classification. This is a non-smoking, drug-free environment. This job description is designed to be a good representation of the job requirements but is not a comprehensive listing of activities, duties or responsibilities required of the employee.*