



Sales Consultant

Position Overview

Our client, All American Fire Equipment, is the premier fire truck, emergency vehicle, and fire equipment dealer in Ohio, West Virginia, Kentucky, and Western Pennsylvania. It is an honor to equip those who protect us, and we are hoping you will join them!

They are seeking a **Sales Consultant** to join their **Washington Court House, OH** team. This role plays a critical part in fulfilling the goal of excellent customer service and sales. Your responsibilities will include driving growth by discovering and pursuing new sales prospects, negotiating deals, and maintaining customer satisfaction, ensuring customers' fire apparatus and equipment needs are met, and supporting All American Fire Equipment's vision and strategy.

This individual would enjoy a hybrid work schedule, plus commission and bonus pay. If you have excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our services and products through email, phone, and in person, let's chat!

Key Responsibilities

- Manage and maintain a portfolio of approximately 200-250 customer accounts, with varying sales cycles, across multiple territories.
- Proactively identify new sales opportunities by leveraging cold calling, social media marketing, and attending networking events.
- Schedule and conduct meetings with potential clients to effectively negotiate and close deals aligned with sales plan objectives.
- Assess customer needs and develop targeted sales strategies to promote the company's products and services, while ensuring an understanding of customer requirements.
- Maintain accurate records of all sales-related activities, including customer interactions and sales forecasts.
- Submit all sales reports, expenses, competitive intelligence, and correspondence in a timely and accurate manner.
- Follow up with existing clients to ensure customer satisfaction and identify opportunities for additional sales.

Requirements

- Possess a valid driver's license with a proven track record of safe driving practices (Required to obtain a Class B CDL within six months of hire date).
- Demonstrate 3-5 years of successful experience in outside sales, preferably fire equipment or related industry.
- Possess strong prospecting and business development skills, with a proven ability to build and maintain effective relationships with clients and partners.
- Exhibit exceptional interpersonal communication skills, both verbal and written, with the ability to effectively communicate complex concepts and ideas.
- Ability to travel up to 80% of the time, primarily locally with occasional overnight stays.
- Proficient in the use of general computer software, including Microsoft Office, video conferencing software, and other relevant technologies.
- Hands-on experience with CRM software is highly desirable.

Desired Attributes

- **Ability to operate a vehicle**
- **Detailed-oriented, organized, and able to multitask**

- **Proactive, takes initiative, self-motivated**
- **Highly communicative**

Benefits & How to Apply

Benefits include company-provided equipment, PTO, paid holidays, health, dental, vision insurance, 401K, short-term disability, life insurance, and long-term disability.

A Slice of HR is working with this client on a retained search basis. If you meet the qualifications and want to join this team of talented individuals, please send your resume to **tiesha@asliceofhr.com**