



## Regional Sales Representative

Location: 100% remote opportunity

Direct Hire

### Job Summary:

The Regional Sales Representative will be responsible for driving the sales of company products and services to existing and new DIS accounts and prospects within the agriculture and lift truck/construction divisions. This position reports to the VP of Sales within DIS.

### Tasks and Responsibilities:

- Maintain relationship with approximately 100 existing customers
- On-site customer visits as needed (post-COVID)
- Present, quote and sell new products to existing customer base in assigned territory
- Responsible for quarterly contact with all customers in territory
- Identify, qualify and manage new business leads within assigned territory
- Qualify leads
- Demonstrate DIS software products both on-site and via Web
- Create and manage quotes
- Close and follow up with all new business customers post-sales
- Maintain Accounts/Contacts and Opportunities in Salesforce

### Education and Experience:

- 5+ years direct sales experience with track record of success, preferably in the software industry
- Strong written and verbal communication skills
- Proven self-starter, autonomous worker
- Experience with Salesforce, or other CRM and quoting software is required
- Experience working within a dealership is a huge asset

If you are interested in this opportunity, please [click here](#) to send a resume to our HR team.