

Company : NB Corporation of America

Address :930 Muirfield Drive, Hanover Park, IL 60133

Position : Outside Sales Representative

Wage range : DOE

Full time or Part time : Full time

Supervisory responsibilities : No

Duties/ Responsibilities :

- Win the sale using various customer sales methods (door-to-door, cold calling, presentations etc)
- Forecast sales, understand sales strategies/models and evaluate their effectiveness
- Evaluate new and existing customers' needs and build productive long-lasting relationships
- Meet personal and company sales targets
- Research new accounts and generate or follow through sales leads
- Attend meeting, sales events and trainings to keep abreast of the latest developments
- Maintain and expand client database within your assigned territory

Required skills/Abilities :

- Familiarity with different sales techniques and customer management.
- Experience working with Microsoft Dynamics 365 or similar CRM
- Computer use competency (ex. Microsoft office, Zoom meeting, MS teams etc....)
- Strong communication, negotiation and interpersonal skills
- Must be able to drive an automobile with a valid driver's license.
- Willing to travel 50% of the time in state and out of state.

*Please send your resume to career@nbcorporation.com