

Outside Sales Representative

Simmons Pump & Supply - Lubbock, TX

Job Summary:

More than 70 years after Mr. Simmons opened his first machine shop, Simmons Pump & Supply now distributes a variety of different pump models, as well as countless replacement parts and accessories for most brands for the municipal, agricultural and industrial industries.

Currently, SPS is seeking to hire an Outside Sales Representative to be responsible for establishing contact with existing customers as well as identifying new potential customers who could benefit from our product. The goal for this position is to drive sales in their respective territory meaning candidates must be driven individuals with the ability to operate independently.

Skills:

- Must have strong customer service skills
- Ability to manage time effectively and stay organized
- Excellent communication skills and the ability to follow directions
- Must be detail oriented
- Experience using applications in the Microsoft Suite (Word, Excel, Outlook, etc.)
- Ability to set and achieve goals
- Ability to work independently as well as with a team

Responsibilities:

- Build relationships with existing and potential customers
- Maintain records of all sales leads and customer accounts
- Learn and maintain knowledge regarding product base to assist customers effectively
- Educate customers on the products and services SPS has to offer and how these can benefit their business
- Devise effective territory and marketing strategies
- Create detailed sales presentations in order to increase our customer's knowledge regarding our products
- Maintain excellent customer service through all communications with customers
- Travel daily within sales territory to meet customers, some overnight travel is required

Qualifications:

- Previous outside sales experience is preferred
- Valid Drivers License and clean driving record required
- Experience in an agricultural field is a plus

Benefits:

SPS offers all full-time employees Health, Dental, Vision, and Life Insurance. Full-Time employees also qualify for paid Sick and Vacation time. SPS also offers enrollment in our profit-sharing plan.

SPS is an equal opportunity employer. All applicants will be considered for employment without attention to race, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.

Job Type: Full-time

Benefits:

- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Schedule: Monday to Friday

Supplemental Pay: Commission pay

Work Remotely: No