



PR/086515 | Sales representative

## Job Information

**Recruiter**
[JAC Recruitment USA](#)
**Job ID**

1512816

**Industry**

Automobile and Parts

**Job Type**

Permanent Full-time

**Location**

United States

**Salary**

Negotiable, based on experience

**Refreshed**

January 7th, 2025 21:00

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

**POSITION SUMMARY**

Our client company is seeking a motivated and results-driven Sales professional in Tarrant County in Texas. The ideal candidate will play a crucial role in driving revenue growth by effectively managing client relationships and identifying new business opportunities.

Experience with construction companies, equipment dealers, and rental equipment companies is highly desirable. Strong sales process knowledge, excellent communication skills, and the ability to collaborate with various departments are essential.

**RESPONSIBILITIES**

- Develop and maintain relationships with clients throughout Texas Area, and Neighbored states.
- Conduct market research to identify potential clients and industry trends.
- Utilize CRM and Office Excel systems for tracking sales activities, managing inventory, and processing orders.

- Offices based in DFW area, Work both remotely and from the office. (Hybrid)
- Provide regular updates on sales performance and market insights to management.

**QUALIFICATIONS**

- Experience in used equipment, equipment rentals and construction machinery.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work collaboratively in a team-oriented environment while also being self-motivated.
- Proficiency in systems related to sales operations tools including CRM and MS Office.
- Experience in used equipment procurement is a plus.

**LOCATION AND HOURS :** DFW area, work both remotely and from the office. (Hybrid)

- 8 hour shift
- Monday to Friday

**BENEFITS:**

- 401(k) matching
- Dental insurance
- Health insurance
- Vision insurance

**Job Type:** Full-time

**SALARY:**\$80,000-\$100,000/YR + Commissions

- Includes salary, commissions, 401(K) Match, Medical & Dental insurance.
- Employees receive paid time off including vacation, sick days, and holidays
- Employees receive company laptop, cell phone, and mileage allowance.

We sincerely apologize, but due to a high volume of applicants, only those who successfully pass the initial screening will be contacted. We truly appreciate your understanding.

#LI-JACUS #LI-US #countryUS

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Company Description