

### Certification Technician I

Integra Testing Services is recruiting for an entry-level Sales Representative position. This position will provide someone with the opportunity to learn the entirety of the business by directly working alongside one of our General Managers. This is a great opportunity for a recent college graduate or someone looking to move into a sales related role.

#### **Responsibilities:**

- Partner with the General Manager to learn the industry and develop knowledge on being successful with sales for the Testing and Balancing industry.
- Be aware of key performance indicator targets, individual performance targets, take ownership over them and use all available store resources to meet or exceed them.
- To ensure that the correct procedures are followed when estimating and processing jobs.
- Support sales through the effective provision of sales data, including the weekly recording of visit and action reports.
- Ensure company sales growth in recurring revenue through maintenance sales programs.
- Support operations teams in all the negotiations with customers in accordance to objectives (i.e. quantity, quality, cost, delay, etc.).
- Ensure the good running and follow-up of jobs sold.
- Build good relationships between Company and Customer.

#### **Education Requirements**

- High sense of urgency
- Ability to cold call customers and leads
- Developing and qualifying leads
- Preparation and presenting of sales projects
- Responsibility for the sales improvement in the area
- Preparation of sales plan for the defined area
- Market strategizing
- Relationship development
- Business development
- Use of a CRM

#### **Conditions of Employment**

- Ability to successfully pass a criminal background check.
- Ability to successfully pass pre-employment drug screen.

*Integra Testing Services is proud to be an equal opportunity employer M/F/V/D*