

Job Title: Outside Sales Rep
Time

Pay Type/FLSA status: Exempt - Full

Department: Commercial

Supervises: No

Reports to: VP of Sales and Marketing, Dynamic Design Solutions

Shift: Remote/Monday-Friday/or as required

Dynamic Design Solutions (DDS), an Addtronics company, solves the manufacturing industry's most challenging problems with unique and creative solutions. Trusted by some of the largest and most influential manufacturing companies in the world, the DDS team of dedicated professionals delivers unique, high-quality, custom designed automation equipment. DDS also offers design and fabrication of all types of industrial tooling, especially highly engineered, complex parts, and assemblies. Located in Charlotte, NC, DDS has been a trusted partner within the manufacturing industry for over 25 years.

Position Summary: The Outside Sales Rep is responsible for developing sales strategies, overseeing a sales territory, and attracting new clients. The successful salesperson will source new sales opportunities and close sales to achieve revenue targets. The successful candidate will play a key role in increasing income and revenue by managing and negotiating with clients, generating leads, qualifying prospects, and managing sales of technical solutions and services. This role will also research sales competition and develop strategies to take market-share from the competition. In conjunction with the Vice President of Sales ' Marketing, the Sales Team, the Outside Sales Rep is responsible for developing/maintaining customer contact information, organizing commercial and technical requirements of opportunities, and developing sales strategies. Further responsibilities include managing a regional territory, initiating contact with potential clients, consulting regularly with clients, understanding client objectives, providing technical solutions, and assessing client tooling and automation system needs. The Outside Sales Rep work alongside with the Applications team to develop solutions to meet client objectives. They are responsible for selling recommendations to the decision maker and other appropriate contacts within the client organization. Responsibilities will also include supporting the sales diversification strategy of DDS and expanding into new ' untapped markets.

Essential Functions and Responsibilities:

- Responsible for revenue generation and the expansion of company market-share.
- Achieves Monthly, Quarterly & Annual sales targets set by leadership by winning sales deals and closing targets.
- Prospects for business through lead generation, networking, referrals, field visits and cold calling.
- Develops a qualified pipeline of 4X of annual sales objectives.
- Identifies new markets & industries to support the overall growth initiatives of the business.
- Follows up on submitted quotes for feedback and executes on the closing of these quotes with client base.
- Manages his/her sales pipeline with the ability to forecast opportunities to leadership.
- Has complete knowledge and understanding of the DDS corporate philosophy, quality statement, work related procedures, and the corporate mission statement.
- Qualifies prospective sales leads and maintains current list of qualified leads.
- Utilizes the CRM tool to prospect, develop & close new business on a daily, weekly, monthly basis.
- Assists in estimating realistic date of delivery requirements to the customer based upon internal workload schedules.

- Maintains a strong & effective relationship with prospective and existing customers in assigned territory through site visits, phone calls and other accepted methods of contact.
- Makes presentations to clients using all approved sales tools. Understands DDS's capabilities and can communicate strengths and capabilities to clients. Utilizes the consultative selling strategy.
- Utilization of the company CRM to develop, track & maintain a schedule of anticipated monthly sales activity.
- Supports fellow sales associates when needed and collaborates closely with the internal stakeholder of DDS.
- Processes expense reports in a timely manner.
- Maintains all customer, contact, lead, and other relevant sales information within the CRM to ensure for increased revenue and expanded market-share.
- Support purchasing and/or engineering in quote preparation by providing strategic guidance.
- Support overall tradeshow strategy and marketing efforts.
- Assist the VP-Sales/Marketing in creating promotional materials, strategic planning, budget planning, and resolving customer service issues.

Qualifications Desired:

- Completion of a Bachelor's Degree from an accredited university in Business Management, Sales/Marketing and or International Business (**required**)
- 3-5 years of successful B2B sales, technical sales, sales engineering, or field sales support experience.
- Understanding of technical product lines, and open to learning new technical product lines in a fast-paced working environment.
- Able to perform overnight travel as required to support sales territory.
- Must have a valid Driver's License and acceptable Motor Vehicle Record.
- American citizenship.
- Excellent communication skills.
- Excellent organizational skills.
- Demonstrates a strong work ethic and ability to multi-task.
- Self-starter and quick learner.
- Proven track record & ability to close sales that are good for the customer and DDS.
- Proven ability to work effectively in an autonomous environment or in a team environment.
- Ability to communicate on a technical and financial basis to a variety of buying levels in a customer's organization.
- Proven track record & ability to develop and maintain long-term, strong business relationships.
- Ability to manage multiple accounts and priorities (Territory Management).
- Attention to detail.

Nonessential Skills and Experience:

- Must be a team player with a positive attitude.

Physical demands and work environment: The physical demands and work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- *Physical demands:*
 - While performing the duties of this job, the employee is occasionally required to stand; walk; sit; use hands to finger, handle or feel objects; reach with hands and arms; climb stairs; balance; stoop and/or kneel.
- *Work Environment:*
 - While performing the duties of this job, the employee will work remotely, but will frequently conduct customer site visits as necessary. The noise level in the work environment can be minimal to high. Must adhere to DDS and customer safety protocols.

Position Classification

This is a full-time, exempt salaried position. Depending on the needs of the business, the ability to work more than 40 hours/week and/or weekends may be required.

Travel

Travel to support the business is **required** and expected to be less than 75%.

EEO Statement

It is the policy of Dynamic Design Solutions LLC. to provide equal employment opportunities to all persons. In accordance with anti-discrimination laws, it is the purpose of this policy to effectuate these principles and mandates. DDS prohibits discrimination and harassment of any type and affords equal employment opportunities to employees and applicants without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations.