



COMBAT CRNR
P R O F E S S I O N A L

Sales Representative / Account Manager

Position Description 5/13/2016

SUMMARY

We're Ready to Grow and you can help! Combat Corner Professional is a martial arts equipment brand founded in 2007, we have a great employment opportunity for a confident person with a passion for excellence in sales. Responsible for all sales activities in assigned accounts, manage quality and consistency of product and service delivery. The ideal candidate is a highly organized individual with strong interpersonal and communication skills.

PRIMARY RESPONSIBILITIES

1. Present and sell company products and services to current and potential customers.
2. Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
3. Follow up on new leads and referrals.
4. Identify sales prospects and contact these and other accounts as assigned.
5. Prepare presentations, proposals and sales contracts.
6. Develop and maintain sales materials and current product knowledge.
7. Establish and maintain current client and potential client relationships.
8. Manage account services through quality checks and other follow-up.
9. Identify and resolve client concerns.
10. Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
11. Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
12. Coordinate company staff to accomplish the work required to close sales.
13. Develop and implement special sales activities to reduce stock.
14. Other duties as assigned.

ADDITIONAL RESPONSIBILITIES

1. Must be 18 years of age with a valid drivers license.
2. Participate in marketing events such as seminars, trade shows, and telemarketing events.
3. Follow-up for collection of payment.
4. Coordinate shipping schedules and delivery of merchandise and services.
5. Provide on-the-job training to new sales employees.

KNOWLEDGE AND SKILL REQUIREMENTS

1. Basic reading, writing, and arithmetic skills required. This is normally acquired through a high school diploma or equivalent.
2. Technical/computer skills required -- MS Office (Bonus QuickBooks, Google Docs)

3. Ability to persuade and influence others. Ability to develop and deliver presentations. Ability to create, compose, and edit written materials. Strong interpersonal and communication skills. Knowledge of advertising and sales promotion techniques.
4. Visibility requires maintaining a professional appearance and providing a positive company image to the public.

NON-REQUIRED SKILLS BUT A PLUS!

5. Business to Business sales background/experience
6. Knowledge of martial arts (Specifically MMA, BJJ & Muay Thai) & martial arts equipment.

WORKING CONDITIONS

Working conditions are normal for an office environment. Start time flexible between 8-10am.

This is a full-time position. Our office is at the edge of Brookfield & Butler in Menomonee Falls, WI. Our complete compensation package reflects our healthy appreciation for balance in life, and offers significant incentives for the results you achieve - as well as those we achieve as a team.

Base pay + commission. Health and Retirement benefits available after probationary period.