

Job Title: Outside Sales Consultant
Location: Fully Remote, United States
Salary Range / DOE: \$71k - \$94,125 - \$118k + Commission

Date Posted: Monday, June 10, 2024
Close Date: Friday, June 21, 2024

Please submit resume to:

Diane Thurston
Sr. HR Generalist / Talent Acquisition
dianet@shiptlr.com

The **Outside Sales Consultant** is responsible for increasing sales by developing and maintaining relationships with customers and clients and for offering the best possible customer experience. Duties include identifying prospective customers, following up on potential sales leads, maintaining relationships with existing customers, and recommending marketing strategies designed for a target market. This is an exempt position reporting to Heather Kiesel, President – TLR.

The Outside Sales Consultant is responsible for, but not limited to, the following:

- Promote / sell all TLR services, focusing heavily on Duty Drawback and CBMA {Craft Beverage and Modernization Act}.
- Manage and pursue business as assigned, to expand and increase TLR share of client revenue.
- Meet regularly with BD management to review progress reports.
- Gain a clear understanding of customers business and service needs to support and manage customer expectations.
- Strengthen relations with existing customers as well as build new relationships with potential customers.
- Work with BD team to prepare and send quotations and other literature to prospective clients; produce agreements including all supporting documentation.
- Plan and manage personal business portfolio/territory/business according to an agreed market development strategy.
- Monitor and report on market and competitor activities and provide relevant reports and information.
- Utilize TLR's CRM platform, HubSpot, to accurately document all existing customer and prospective activity and to regularly update relevant information for purposes of sales tracking and reporting.
- Follow up and follow through with each prospect.
- Maintain excellent communication and customer relations with external and internal clients.
- Other duties as assigned by manager.
- Project-based duties, including, not limited to participating in the SME {Subject Matter Expert} group, will be assigned on an ad hoc basis.

Desired Skills and Experience:

- A Bachelor's degree in marketing, business administration, supply chain management or related field preferred; a combination of education and work experience may be considered in lieu of a degree.
- Minimum of 3-5 years sales experience of a service with demonstrated ability at meeting sales objectives.
- Strong understanding of Duty Drawback and CBMA.
- Strong consultative skills.
- Exceptional customer service skills.
- Ability to assess customer needs and provide solutions.
- Experience working in a remote environment.

- The ability to collaborate with our internal teams to craft and propose best-in-class industry solutions.
- Proven ability at both building new client relationships and optimizing existing relationships.
- Excellent prospecting skills.
- Effective communication and negotiation skills.
- Excellent closing skills.
- Experience using Customer Relationship Management {CRM} software {HubSpot preferred}.
- Proficiency in all MS Office applications.
- Experience in developing and presenting effective slide decks to existing and prospective customers.
- Demonstrated ability to research industry trends to identify new opportunities for potential sales.
- The ability to build rapport, ask questions, and listen in order to build a successful and cohesive sales plan.

Key Competencies:

- Action Oriented
- Attentive and active listening
- Communication
- Initiative
- Presentation skills
- Relationship building
- Results driven
- Sales knowledge
- Strategic agility and problem solving
- Time and organizational management